

# CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

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and the price is right.



Simple things  
simply sell

**Boots diary:  
a reprimand  
for 'blatant  
advertising'**

**PSGB Council  
candidates to  
declare  
interests**

**POM exemption  
draft issued  
for comment**

**Disinfectants  
question mark**

**The old  
brand leader.**

**The new  
brand leader.**



Yes, they're exactly the same.

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LEATHER**

The Brand Leader

Cussons. The Super-Salesmen  
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# CHEMIST & DRUGGIST

The newswweekly for pharmacy

11 February 1978

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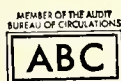
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## COMMENT

### A clear ruling

"Blatant advertising" is how the Pharmaceutical Society's Statutory Committee has viewed references to restricted titles in the Boots 1977 scribbling diary (p172). And the committee's reserved judgment is bound to cause concern among the several organisations and individuals that have anticipated a new attitude in the profession on titles in advertising—among them Unichem and Numark.

With such an unequivocal (and unanimous) decision, it is as well to look closely at the points which influenced the committee before drawing any inferences. These included the use of bold lettering, the capital T in "The Chemists", the lack of direct "information" about the availability of specific services (eg. extended hours), and an implied invitation to the public to consult telephone directories about branches and then "to trade with the company rather than go elsewhere." Taken together, these criteria suggest that the Statutory Committee might also take a serious view of any "symbol group" advertising that lays emphasis on a restricted title.

The committee has also taken note of the fact that in 1975 the branches of the Society confirmed the guidance on use of titles given in the Statement Upon Matters of Professional Conduct, and as a result has inevitably assumed that the statement "fairly represents the collective view of the profession as a whole." Clearly the committee could come to no other conclusion since the code had been put through the democratic process of the Society—yet is the "collective view" that certain?

A meeting between the Society and representatives of organisations seeking to break down the code's rigidity on titles in advertising has been held over until the outcome of the Boots case was known, and the result is likely to be a hardening of attitudes on the Society side—despite the narrowly defeated option for a change in Council policy last autumn. And Council would be right to be guided by a decision taken by the membership as recently as three years ago, were it not that there were question marks over the validity of the decision even at the time (that is, whose views did it actually reflect and were the issues put fairly to the membership?). Since then, there has been mounting evidence of dissatisfaction with the status quo among those most directly affected by the titles rules—pharmacists in retail practice

If Unichem, Numark and others believe (as they say) that their own members wish to see changes, perhaps they should encourage these members to exploit the profession's democratic process—as did the multiples on the question of segregation of traditional from other pharmacy services (resulting in the Albert Hall meeting) and later on the EEC draft Directives. The Statutory Committee will only interpret current attitudes towards professional standards—it is the right, duty and privilege of the profession's members to set those standards. We believe that there are, in fact, many pharmacists anxious for changes, but they must make the effort themselves. It means a few evenings at branch meetings—is that really too much to ask?



# Boots reprimanded for 'blatant advertising'

Boots the Chemists Ltd, and the superintendent pharmacist Mr B. Silverman received a reprimand from the Pharmaceutical Society's Statutory Committee on Tuesday for what was described as "blatant advertising".

Boots were brought before the Committee because of an entry in the 1977 Boots scribbling diary—which had sold over a million copies—drawing attention to the extended hours service of Boots branches in big cities (*C&D*, December 10, p868).

Committee chairman Sir Gordon Willmer, said: "At the conclusion of the case, when we retired to consider our decision, each of the pharmacist members of the Committee was invited in turn to express his or her views on the complaints which had been made. This exercise revealed a remarkable degree of unanimity with which I as chairman feel bound to concur.

"It was felt that the entry in the diary taken as a whole could only be regarded as a blatant piece of advertising and such as to offend the professional sense of the great majority of pharmacists.

## Objection to capital letter

"Special exception was taken to the bold lettering of the heading especially having regard to the use of the capital T in the word 'The' (in Boots The Chemists). Not only did it appear that the object was to attract attention to the virtues of the company, but the effect was to imply an invidious distinction between the company and other pharmacists.

"What follows under the heading cannot be regarded as a mere announcement as to availability of services. Had that been the intention, the announcement would surely have included the addresses, telephone numbers and hours of service of the branches in the big cities referred to. As it stands, the announcement contains only one item of real information, namely that relating to the availability of services at the Piccadilly branch.

"The reference to services available at certain other unidentified pharmacies out of the many hundreds of Boots branches can only be seen as an attempt to boost the prestige of the company without giving any useful information.

"We cannot regard this announcement as coming within the special exception made in the Pharmaceutical Society Council statement on advertising of March, 1971. Further, the word 'Chemist' is a restricted title and should not

have been used in connection with this advertisement. The use of the Boots logo would have been quite sufficient for identification purposes. The company has chosen to include the words 'The Chemists' as part of its registered title—but it does not follow from this that it is entitled to use a restricted title for advertising purposes.

"Lastly, the strongest possible exception is taken to the implied invitation to consult local telephone directories in order to ascertain details of the company's branches. "This can only be regarded as a direct invitation to trade with the company rather than go elsewhere. Moreover, a subscriber who filled in the telephone number of his Boots local branch and endeavoured to use this number for an emergency could well find that this conflicted with the official local arrangements.

"We do not overlook the evidence which has been given to the effect that the extended services available at Piccadilly and in the big cities referred to are provided by the company at a financial loss. We are prepared to assume that this is so, although we have not been shown any detailed accounts. But many a trading organisation can be found running ancillary services at a loss if, by doing so, it can enhance its prestige. We have no doubt that the company finds some advantage in providing the extended services even at some financial loss.

## 'Misconduct' by superintendent

"Accordingly, our judgment is that this entry goes far beyond what is permissible within the terms of the statement upon matters of professional conduct and amounts to blatant advertising of professional services. As such it can only be categorised as misconduct and, in particular, misconduct on the part of Mr Bernard Silverman, the superintendent pharmacist."

Sir Gordon said the Committee then had to decide whether such misconduct could render Mr Silverman unfit to be on the Register. In applying the test they had regard to the statement upon matters of professional conduct and the statement on advertising, all of which should be thoroughly familiar to every member of the Society.

The Society's Council had asked the branches whether the statement on matters of professional conduct required amendment on the subject of advertising. An overwhelming majority voted in favour of making no change. It must therefore be taken that the statement on

matters of professional conduct fairly represented the collective view of the profession as a whole.

"In the light of these considerations we conclude that any flagrant instance of advertising such as we have found in the present case, does constitute a very serious departure from accepted professional standards," he said.

"As such it comes within the words of the Acts of 1941 and 1954 and does amount to such misconduct as in our opinion renders the pharmacist concerned—in this case Mr Silverman—unfit to be on the Register.

"But it does not follow that having so found we are necessarily bound to exact the supreme penalty. So far as the company is concerned, we would think it to be wholly unrealistic and contrary to the public interest to apply any of the sanctions provided in the Act of 1941. If that be so, it would manifestly be less than just to Mr Silverman if we were to take the drastic course of directing the Registrar to remove his name from the Register. We think that in the peculiar circumstances of this case the appropriate course is to administer a reprimand both to the company and to Mr Silverman."

## Guide to the profession

Sir Gordon said that as was pointed out in the decision of the Committee in the "Care Chemist" case of 1974, it was necessary, when considering these statements issued by the Council to remember that they were in no way a binding force in the sense that they were enforceable as a matter of law. But they were intended and should be treated as a guide to what may or may not be thought to be in accordance with proper professional conduct.

"It is also necessary to emphasise that we are concerned in this case only with Boots scribbling diary for 1977," he went on. "The scribbling diary, containing an advertisement in similar terms, has been published annually for a considerable number of years. We have been informed that following complaints about the form of the advertisement in the 1977 diary certain amendments to the advertisement have been made for publication in the 1978 diary.

"It could be said that the making of these amendments amounted to some sort of admission on the part of the company that the 1977 advertisement is indeed open to some objection. We do not, however, wish to base our decision upon any such technical argument as that.

"We are in no way concerned with what has appeared in the 1978 diary.

Sir Gordon said the judgment was based on certain Acts which had now been repealed and replaced by sections of the Medicines Act Order of 1977. But this would not affect the Committee's order as the wording of the replacement sections was virtually the same as those in the previous Acts.

Sir Gordon said that they also had to consider a second complaint against the



company and Mr Silverman, relating to a totally different form of advertising.

"It has been brought to our notice that on the front of the company's premises, at Swaffham, in Norfolk, there is exhibited, and for a number of years has been exhibited, a large and conspicuous representation of the Society's coat of arms," he said.

"This, it is complained, amounts to an implied advertisement for the dispensing of medicinal products and the professional services carried on in the company's premises, and is therefore caught by the provisions of the statement upon matters of professional conduct.

"We have been informed that some years ago, when it was sought to remove the coat of arms, there was something in the nature of a public outcry against this as a result of which they were reinstated and have remained in situ ever since. The question which we have to decide however, does not in any way depend on what local feeling may be."

Prior to 1970 the earlier statements upon matters of professional conduct issued by the Council had contained an express provision against using the Society's coat of arms or devices resembling it for business purposes. At the time of issuing the statement in 1970, the Council stated that as members were not entitled to use the Society's grant of arms, it was thought superfluous to include that advice in the statement.

Sir Gordon said it would seem, therefore, to be the accepted view of the profession that exhibition or use of the Society's coat of arms, could well amount to misconduct—and with this the Committee agreed. That, however, did not conclude the present case. A search through the company's records had revealed a letter, in which the former secretary of the Society, Sir Hugh Linstead, had given verbal permission in 1948, that the shield should be left in position. It appeared that this consent had never been withdrawn.

"It seems to us that up to date the company has had reasonable grounds for believing that the Society had no objection to the continued exhibition of the arms at Swaffham. In such circumstances, it would be quite unthinkable that we should impose any penalty on the company, or Mr Silverman, in relation to the complaint now put forward. We must leave it to the Society to take such action as may be thought expedient, but for our part we propose to take no action on this part of the case."

The Boots diary entry had, at the top, the word "Boots" in the form of the logo, followed by "The Chemists." The text in type read: "ALWAYS OPEN day and night at Piccadilly Circus, London W1 Telephone 01-930 4761; and in most big cities Boots The Chemists offer an extended hours service for the supply of Medicines and Surgical Requisites—details of these branches can usually be found in local telephone directories."



Mrs Pauline Fellows, a chemist assistant in Allen's Chemist, 11c Leicester Road, Oadby, Leicester, being presented with her first prize of a £100 shopping voucher in a Face-Savers trade competition run by Sterling Health Products. Left to right: Mr Tony Matthews, regional manager for Sterling Health Products, Mr N. J. Taylor, representative for Sterling Health, Mrs Fellows and Mr W. J. Allen, FPS

## POM exemptions draft

The Government has sent out for comment a draft Order exempting certain medicines from prescription only restrictions for six months.

This amending order would apply solely to products which became prescription only for the first time on February 1, when the Medicines (Prescription Only) Order 1977 came into effect. The amending order would introduce a new Article (11A) into the original Order. The draft proposals have been sent to some 130 pharmaceutical, medical, agricultural and consumer organisations who were asked to comment by February 8.

Draft provisions of The Medicines (Prescription Only) Amendment Order 1978 are: *Transitional exemption*. 11A-(1) The restrictions imposed by section 58(2) of the Act (restriction on sale, supply or administration) shall not, for a period of six months from the date of the coming into operation of the Medicines (Prescription Only) Amendment Order 1978, apply to the sale, supply or administration of a prescription only medicine sold or supplied in the circumstances specified in paragraph (2) below.

(2) The circumstances referred to in the paragraph (1) above are (a) that the person selling or supplying the prescription only medicine in question is a person who, immediately before February 1, 1978, could lawfully have sold or supplied that product other than in accordance with a prescription given by a practitioner, and (b) in the case of a prescription only medicine which, immediately before February 1, 1978, was subject to the requirements of section 18(2) of the Pharmacy and Poisons Act 1933 as modified by Rules 7 and 8 of the Poisons Rules 1972 or, as respects Northern Ireland, of section 27(2) of the Medicines Pharmacy and Poisons Act (Northern Ireland) 1945 as modified by

regulations 7 and 8 of the Poisons Regulations (Northern Ireland) 1974, that those requirements are complied with in relation to the sale or supply of the prescription only medicine in question as if those requirements had continued in force.

The Medicines (Labelling) (Special Transitional) Regulations, which would provide transitional exemptions on labelling under the Medicines (Labelling) Regulations 1976, have also been circulated for comment.

The National Pharmaceutical Association welcomed the proposal to introduce a six-month transitional period for prescription only medicines. It is to contact the Department about some aspects of the legislation after detailed study and hopes the "breathing space" will enable the Department to take account of NPAs views when considering future amendments. The Proprietary Association of Great Britain (representing OTC manufacturers) is reasonably satisfied with the Department's proposals and expects six months would give manufacturers sufficient time to amend packs. The Association of the British Pharmaceutical Industry has no objections to the proposals pointing out that until the products become prescription only, the manufacturers were represented by PAGB rather than ABPI. Mr D. Lewis, the Pharmaceutical Society secretary and registrar said he had no objections to the Order as worded although he queried its value.

## Order amendments

A correction slip listing six amendments to the Medicines (Prescription Only) Order 1977 (SI 1977 No 2127) C&D, January 14, p57) has been issued. Copies may be obtained free of charge from HM Stationery Office.



# Pharmaceutical exports top £500m mark

Pharmaceutical exports in 1977 rose by 22.6 per cent to £554.6 million—passing the £500m barrier for the first time. Imports at £173.7m were up by 24.7 per cent but the surplus of £380.9m increased by 21.5 per cent over the 1976 figure.

Dr Richard Arnold, director of the Association of the British Pharmaceutical Industry, said last week: "The figures are encouraging. The stabilisation of the value of the pound does not appear to have had too much effect on the industry's export performance and the rate in the increase of imports has dropped from over 40 per cent compared with the position 12 months ago. To increase the pharmaceuticals trade surplus by 21.5 per cent is no mean achievement and the ratio of exports to imports of almost 3.2:1 is the second highest in the world league table."

Nigeria was again the UK's principal export market with sales of £43.5m (£33.47m in 1976). Exports to Ireland rose to £32m (£26.8m). Sales to EEC countries went up by 18.9 per cent to £150.6m and exports to the OPEC countries rose by 38.7 per cent to £110.6m.

## No early debate on remuneration

Mr John Ovenden, the primary sponsor of the "early day" motion on pharmacists' remuneration, this week attempted to obtain sanction for a Commons debate on the motion that "many of us fear the Government's latest offer will do little to halt the decline in the number of pharmacies." However, Mr Michael Foot, Leader of the House, said he could not promise an early debate, but pointed out the opportunities open to MPs to raise questions in the House.

## Instant cameras: 'fun but expensive'

Instant picture cameras can be fun to have at parties and as second cameras but "think twice before giving them to your friends' and relations' children—their parents will not thank you when they start paying for films." Those are the conclusions resulting from Consumers' Association tests on Polaroid and Kodak cameras published in the February issue of *Which?*

On the plus side, *Which?* finds that instant picture cameras save the trouble of processing and the "heartache" of finding out too late that something went wrong. But against that needs to be balanced the "awkwardness" of most of the cameras, colours often unsatisfactory, and cost double of other prints.

*Which?* favours Polaroid cameras for

indoor use because of the better choice of cameras, but says that for outdoor pictures (because of better green reproduction) Kodak might be preferred—the tests were before the new Polaroid film became available.

CA tests showed that Kodak prints were more susceptible to fading in the bright light than Polaroid, but overall *Which?* rated all instant print quality much lower than would have been obtained with an "ordinary" camera. The differences between cameras were not found great and the only *Which?* recommendations are that Polaroid 1500 (down to £35) and the Polaroid SX-70 Alpha 1 Executive (down to £105) are "worth thinking about", and that the Polaroid EE100 (down to £38) is a "poor buy".

## Fisons agree to restrict prices

An undertaking by Fisons Ltd to restrict prices of some garden products until September 7 has been accepted by Mr Roy Hattersley, Secretary for Prices and Consumer Protection. The Commission recommended in a report (*C&D*, January 21, p74) that price increases should be limited to 20 per cent. Then recommendation related to garden products including weedkillers, plant food preparations, and peat-based products. The Commission found that in general the proposed increases—which included other products for farmers and professional horticulturalists—were justified, but that they had been weighted too heavily on to garden products.

## DITB recommends unchanged levy

The Distributive Industry Training Board has recommended to the Secretary for Employment an unchanged levy of 0.7 per cent of payroll to encourage training in the year ending March 31, 1978. The Board is also proposing that the option point below which firms are not required to pay a levy should be fixed at 10 employees or emoluments of £17,000 a year, whichever is the smaller. To take into account increased labour costs the new emolument figure has been raised by £2,000. The abatement figure—the sum not calculated for levy liability—will remain unchanged at £7,000.

DITB is inviting applications for the George Spencer Scholarship awarded annually for research purposes associated with training in the distributive industry. The scholarship is open to persons employed in the industry over 18. The research project of their choice needs to be completed between August 1, 1978 and July 31, 1979. Applications giving details of the project should be

submitted by March 31 on a form available from the information division, DITB, MacLaren House, Talbot Road, Stretford, Manchester M32 0FP.

## Appliance stocks register project

Pharmacists in Norfolk are compiling a register of appliances stocked at particular premises so that emergency supplies could be obtained from a colleague. The list would be circulated to all pharmacists participating (including a hospital) in order to improve the service to patients and to aid stock flow. Surplus stocks could be indicated on the list. The register would be revised at frequent intervals. The project arose from concern expressed by the Ileostomy and Colostomy Association that patients, particularly new ones, had difficulty in obtaining supplies quickly. Pharmacists on the other hand pointed out supply difficulties and the expense of such stocks.

A child health consultant, Dr Hunter, has asked some pharmacists in Norwich to recommend a malathion product for head lice. He expects such a uniform approach would leave an alternative preparation, for example, carbaryl, to treat resistant organisms that might emerge.

## Shoplifting violence increasing

Violent shoplifters carrying iron bars and other weapons, who assault and injure store detectives and staff, and threaten their families, are one of the latest problems retailers now face, warned Mr Frank Pegg, chief executive of Volumatic Ltd.

Speaking at a security seminar this week, Mr Pegg spoke of a store detective having to have an anti-tetanus injection after being bitten by a violent shoplifter; and of the thief who squeezed the throat of a store detective when other people arrived to assist. Store detectives had to give their names and private addresses in court and this could result in threats and reprisals against themselves or their families.

## New York produces substitution list

From April 1 in New York, physicians will be able to instruct pharmacists to dispense less expensive substitutes from a list of drugs considered safe, effective and therapeutically equivalent by the US Food and Drug Administration. FDA says the list may be useful to other states which allow substitution.

FDA considers there is no consistent difference in quality between drugs sold by large or small firms and between branded and generic products. The list is a means of therapeutic assurance. Prescription forms from April will contain two signature lines, one of which the doctor signs depending on whether or not he will permit substitution.



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by Xrayser

## Pharmacist rescues invalid after SOS

When Mr W. F. Patterson, a Sheffield pharmacist heard an SOS message on a local radio programme he realised it was one of his regular customers in trouble. The man, an invalid, had become trapped by a wardrobe on the stairs of his home but fortunately was able to reach the telephone and called a "phone-in" programme on Radio Sheffield. Mr Patterson dashed to the house 400 yards away and rescued the man unhurt. Not until half an hour later did a neighbour arrive.

**Mr Bill Stevenson**, representative of J. Pickles & Sons for Scotland, has retired because of ill health.

**Mr P. Roberts**, Conway, Gwynedd, has joined the Numark National Promotions Committee as a retail member last week).

## Deaths

**Norden:** On February 1, following an accident from which he did not regain consciousness, Mr Heinz Norden, 3a Greenaway Gardens London NW3. Mr Norden, aged 73, was well known for his interest in medical and pharmaceutical antiques and was a member of the British Society for the History of Pharmacy.

## PSNC candidates at London meeting

The candidates for the Pharmaceutical Services Negotiating Committee region 2 are to express their views and attitudes at a meeting in London on February 20. The London Group Pharmaceutical Executive has arranged the meeting for all contractors in the region to question the candidates—Mr S. Blum, Mr L. Priest, Mr R. G. Worby, and Mr R. M. Wise. It will take place at 8pm, at the Bonnington Hotel, Southampton Row, WC1.

## Forgeries warning

The pharmaceutical Society of Ireland has issued the following warning:—Pharmacists are advised to be on the alert for forged prescriptions for Diconal tablets purporting to have been issued by Dr J. Kelly, 166 Howth Road, Dublin. Prescription forms, which look genuine are usually presented by a man aged about 26 years, 6 feet tall, slender build with a long narrow face. The name Paul Byrne is sometimes used. The Gardai drug squad (telephone: 751356) should be contacted if forgeries are met.

## Register loss of one

There was a net loss of one pharmacy from the Pharmaceutical Society Register during January. In England, 16 pharmacies opened up and 15 closed down (of which one was in London), in Scotland two opened up and two closed down and in Wales two closed.

11 February 1978

## Medicine madness

January 31. What an interesting day this has been! Despite the awful weather we have had a constant stream of customers wanting such items as mist kaolin sed, Collis Browne's, Codis tablets, linctus codeine, Actifed Co, and Kwell's which they tell me I shall no longer be able to sell tomorrow. They are better informed than I. I see in most of these requests no evidence of drug abuse, merely a perfectly rational desire to establish a well-stocked medicine cupboard of items known to be effective and safe but which for some inexplicable reason may soon be denied to them. Their comments I leave to your imagination.

Now for my comment (a pure "gut reaction")—this nation must be mad. Our governments have over many years trained people as pharmacists, and at considerable expense to the country have built up a highly competent force whose sense of responsibility and training, particularly in pharmacology, is certainly not inferior to that of most GP's.

Progressively our discretionary freedom to use this knowledge has been taken from us, so that soon it will be doubtful if we shall be able to offer more than platitudes and six soluble aspirins to anyone who asks for our highly qualified help. And this at a time when our good doctors are deciding not to see patients with such complaints as indigestion, diarrhoea, coughs or headaches. Do you know that for a short time I had the audacity to hope that we were being recognised as able to contribute tangibly to the overall health care of the nation? Never mind, the open unqualified outlets will in future be selling the same medicines as we do, and will not trouble their customers with our scruples and too pertinent questions.

The biggest affront of all is that the Government *know* that they can rely on pharmacists to administer drug sales with nice correctness, and trust us implicitly in our handling of all the drugs in creation. Many years ago I had an uncle high in the Foreign Office, who as a special treat for a hard-up student took me to dinner at Simpson's in the Strand. As a memento of the occasion, the manager gave us a postcard, with a delightful cartoon showing the shock and uproar caused by a diner who, as if to imply that there could be doubt, innocently asked "was the beef English?" It would seem that in future, if you go to the *pharmaceutical* Simpson's in the Strand, you will get no beef; you may, if you are lucky, get a slice of patagonian mouse.

## Cold

As if to give point to what I have written a friend has posted me an advertisement from her local newspaper. I quote: "Cold? [inch high letters], Treat yourself at Sainsbury's. It's no fun having colds, coughs or flu. So we at Sainsbury's have thoughtfully stocked a few ways of treating them. Here are just a few of the well known names you'll find [picture of Venos 40p, Coldrex 34p, Lemsip 39p Vick inhaler 27p]. We've also introduced Sainsbury's discount '78 which gives you big savings on lots of good things. So as soon as you've successfully treated your cold you can treat yourself to something nicer. Sainsbury's!"

I can just imagine the summer advertisements . . . "Diarrhoea? Hay fever? Travel sickness? Treat yourself at Sainsbury's . . . It's no fun etc . . . So we at . . . suggest . . ." I wonder, what *will* they suggest? Come to that, what will *I* be able to suggest?

## Seriously now

I doubt whether many of us had a carefree weekend. I spent hours trying to sort out what this mountain of legislation meant in terms of my administration of the law. I can only confess that I need help, for I find it overwhelmingly confusing. How grateful I am to hear that the date of enforcement is to be put forward six months, and that the NPA, among others will be digesting this material into a form I can use.



# Prepare thy



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# to meet Doom.

Doom is about to descend on Britain.

And now you have the opportunity to spread Doom to every one of your customers.

## INSTANT DOOM.

Doom can strike swiftly in house and garden alike.

Shooting down flying pests like wasps, midges, flies and mosquitoes, Doom Fly and Wasp Killer.

Crushing creepy-crawlies like ants and aphids, beetles and blackfly that chew up your garden's goodies, Doom Garden Insect Killer.

Guarding your woollens, fabrics and carpets from the voracious moths and carpet beetles—Doom Moth Proofer.

Yet Doom in house and garden only comes to the insects on the receiving end—pets and people escape scot-free from its power.

## LURKING DOOM.

For the canny creepy-crawly Doom have the final answer.

Doom Crawling Insect Killer—sprayed on surfaces it provides an invisible insect minefield for months, but is totally safe for all four- and two-legged creatures.

Doom Slow Release Fly Killer Strip knocks down flying pests for 4 months, and can be used safely in kitchens and dining rooms—in fact all rooms over 1,000 cu.ft.

And Doom Fly Killer Cassettes give controllable power that can make rooms large or small fly-free for months—and can be completely shut off when you don't need it.

## VISIBLE DOOM.

Doom comes in 4 aerosols and 2 slow-release packs—all with the same powerful punch on the shelf. So, when your customers come in, they can tell at once that their Doom is nigh.

## DISCOUNTED DOOM.

Bellair Cosmetics and Fasset & Johnson are now distributing Doom all over Britain.

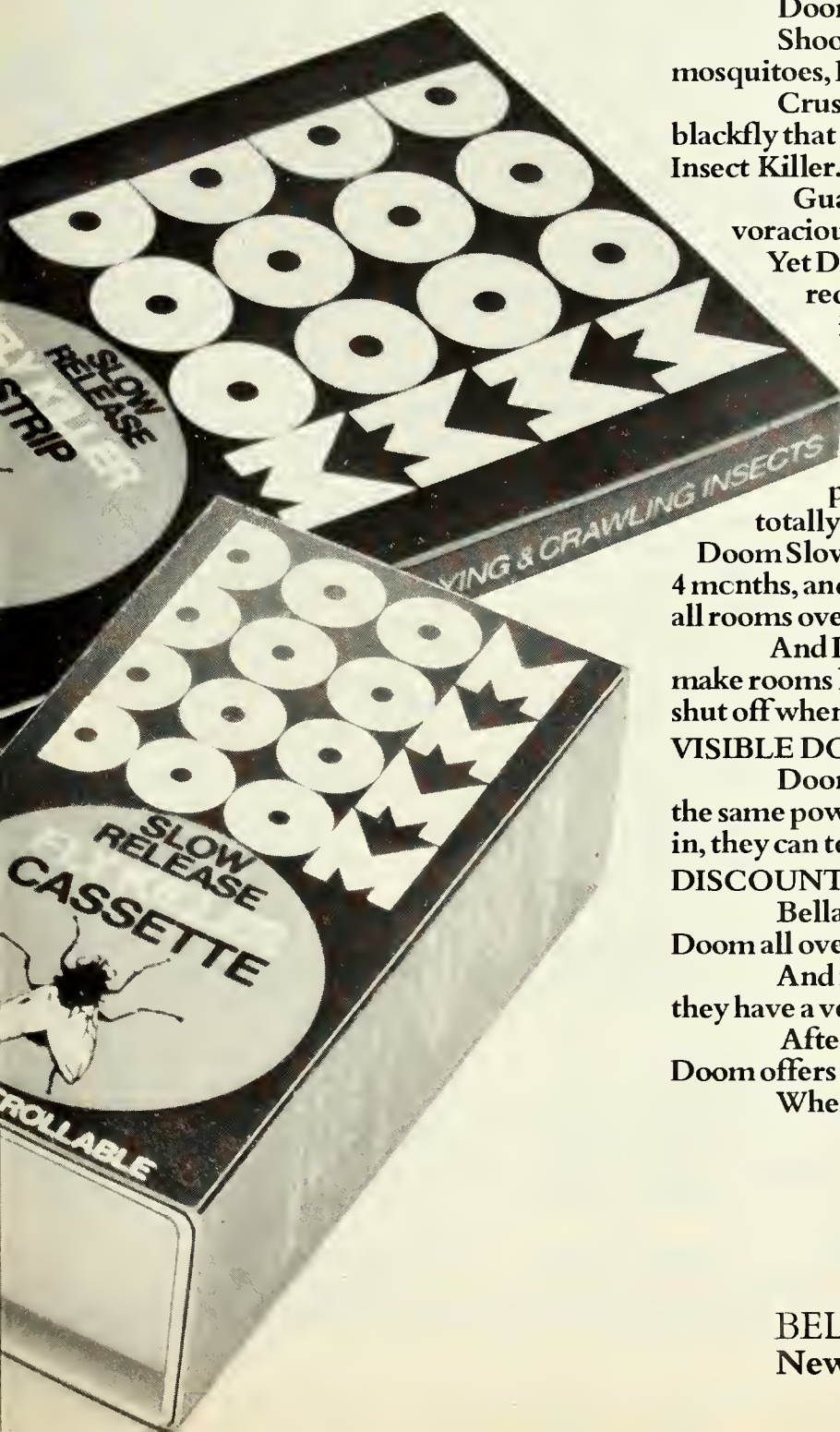
And for those lucky people who want to meet their Doom they have a very attractive range of opening order discounts.

After all, it's only fair to offer you the same good value that Doom offers your customers.

When Doom strikes Britain, be prepared. Contact:

# Bellair

BELLAIR LTD./FASSET & JOHNSON LTD.,  
New Road, Winsford, Cheshire. Tel: 06065 2841.





# Why the remuneration imbalance must go

Multiple pharmacy groups have prospered during recent years while thousands of small contractors have fought their way from one financial crisis to another. That is why redistribution of existing NHS monies had to be achieved, Mr R. Worby, chairman of the Pharmaceutical Services Negotiating Committee, told a meeting of 59 contractors in Cardiff, last week.

Mr Worby was addressing a National Pharmaceutical Association area meeting at which he answered critics of the redistribution policy. One critic, in particular, Mr R. Booker of Swansea, had publicly written what a number of his colleagues had been thinking, Mr Worby said. He is a small contractor who was finding the economic effects of his contract increasingly punitive. Yet he expressed implacable opposition to any move to redistribute the NHS monies currently available to improve the critical situation of over half his colleagues, who, since 1964, have been receiving far less than the contractual 16 per cent profit. Apparently he wanted no relief from his critical situation until such time as additional monies were forthcoming. His support for the larger contractor, who was currently making only a little less than the target profit margin of 34 per cent was commendable. But was it sensible? Mr Worby asked.

## The large and the small

Mr Worby went on to compare Mr Booker's plight with the activities of Booker McConnell Ltd. During the past five years they had been getting more and more involved in pharmacy. By 1973 the group owned 25 pharmacies and by the end of 1977 it had reached 84. Mr Booker (multiple director) had written several cogent letters—directly for the attention of the Secretary of State—demanding an improvement in the 16 per cent profit margin. It was significant, Mr Worby said, that he, with an astute appreciation of the importance

of buying larger pharmacies, did not criticise the current interim move to relieve the plight of the smaller ones.

Booker McConnell, Boots, Westons and all the other big groups were well aware of what the smaller contractor had been unaware of for years. Their larger pharmacies were only viable because they had been receiving up to 30 per cent profit margin, while half the contractors in England and Wales had been losing, on average, some 20 per cent on their capital investment every year. That was one of the prime reasons why so many hundreds of larger pharmacies have been joining the ranks of the multiples every year—because only those with cash to invest could join. The small contractor cannot grow as his career progresses by investing his savings in a larger pharmacy and then, hopefully a larger one still, when he is making an annual loss and therefore has nothing to save. That is why redistribution of existing monies had to be achieved before hundreds more "bit the dust."

For a group II contractor, an interim gain of, on average, £1,700 a year could not be bad, Mr Worby said. It wasn't enough—and PSNC is working hard for more. Had PSNC achieved as much five years ago, such a contractor would by now be £8,000-£10,000 better off. And yet the Swansea Mr Booker says he will be urging his local Committee to press for an emergency conference to "bring back credibility to our negotiations! And he accuses PSNC of being "out of touch" with contractors. So busy has he been with thoughts of ritual suicide, he appears to have forgotten the other, and major subject of continuing negotiations; PSNC's continued pressure for more funds for pharmacy overall, and the case for arbitration if these are not forthcoming. That took time against a Department of Health hidebound by unreasonable financial restraint from the Treasury. Mr Worby doubted if the

demands could be achieved without resort to arbitration and pointed out that even by adopting trade union status pharmacy would not be entitled to arbitration as a right. However he could not conceive that as a monopoly employer the Secretary of State would be able to sustain resistance to arbitration.

He said the long-term situation was by no means without hope. PSNC would press on with the campaign in Parliament and outside it—and the success would be greater and more immediate if each pharmacist supported it in his own way. Not only by nagging his MP and acquainting his customers and patients with the situation but by the level and quality of service he provides.

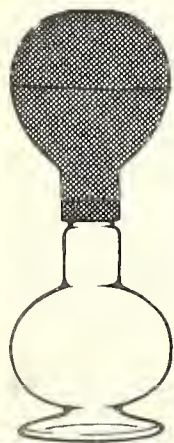
## Improved conditions call by Guild

Guild of Hospital Pharmacists branches are calling for improvements in conditions of service, including reduction of the working week, payment for on-call services and pro-rata payments for part-time pharmacists.

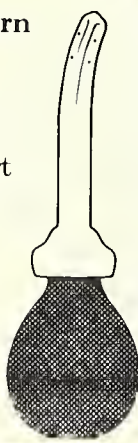
Over 40 delegates attended the branch delegates meeting in Cardiff last week and more than half the resolutions called for the improvements. The president, Mr C. Hetherington, outlined the current position in the Noel Hall/NHS reorganisation review. It was Guild policy that the amount needed to bring the salaries of pharmacists above grade 3 to their correct level, determined by the review and negotiated within Whitley Council, must be in addition to any award agreed as a result of the next salary negotiations.

At the annual meeting which followed, the Guild Council election results were announced. The following were successful: Mr A. M. Cullen; Mrs S. J. Foster, Dr S. E. Fullerton, Mr W. Mott and Miss A. Walton. Mr R. M. Timson was elected as member for the Midlands and Mr J. W. B. Fish and Miss M. Hodges members for the South East. Officers elected were: president, Mr C. R. Hitchings, vice-president, Mr W. T. Brooks, secretary, Mr A. M. Cullen, editor, Mr W. T. Brookes. The Evans Medal for 1978 has been awarded to Mr J. A. Myers.

## 4 NEW personal health products from Saffron



**Saffron pattern BREAST RELIEVER (NHS)**  
New shape for greater comfort and ease of use. Gentle action PVC bulb. Rec.w/s price £1.36



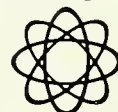
**Saffron pattern VAGINAL SYRINGE**  
One-piece pipe and Vonda ring. Easier to use. A quality product at a lower price. Rec.w/s price £1.52

**WHIRLING SPRAY**  
Standard pattern. 2-piece pipe and Vonda ring. Rec.w/s price £2.38

**Higginson's ENEMA (NHS)**  
All-plastic with one-piece bulb and tubing. Rectal and vaginal pipes and shield. Rec.w/s price £1.72

All goods supplied in 2-colour printed carton.

Ask your usual wholesaler about the complete range of Saffron products.



**Saffron**  
Specialised plastics  
5 Rowlands Road Worthing  
West Sussex BN11 3JJ  
Telephone Worthing  
(STD 0903) 34034



# NEW PRODUCTS

## Faberge's Cavale from France

Faberge have introduced a new fragrance to the UK from France. It is called Cavale and will be available for sale in May. Cavale is described as the fragrance "with the real French feel," as "chic and full of pace, easy to wear but fashionable as well—adaptable to suit many moods and ideal for the woman who wants a French perfume with a little bit of difference."

The company is launching a full Cavale range—eau de toilette spray (£7.95, £5.95), eau de toilette (£10.95, £5.75), parfum luxe (£15.95) and parfum (£11.95). The packaging is highly dis-

tingtive and that of the parfum luxe particularly so, making it "an ideal gift". The bottle of perfume is encased in a silver-plated case which has "a distinct resemblance to a fob watch case". This case could be engraved with the initials of the recipient, giving it a more personal significance.

For the launch period only, an introductory offer of a Cavale eau de toilette spray (11ml) will be available for £2.45. An advertising campaign in the glossier women's magazines is planned, with the copy line—"Cavale, c'est moi." *Faberge Inc, Ridgeway, Iver, Bucks.*



The Cavale range from Faberge, showing eau de toilette, eau de toilette spray and parfum luxe in "fob watch" design

## Yardley get ready for summer

For sale in their consultant outlets only, Yardley are introducing shade out cream (£0.89), an underfoundation cream to hide dark shadows around the eyes and to cover blemishes, and lip gloss (£0.89) containing sunscreen to protect the lips from the drying and burning effects of the sun—shades are clear, tawny and plum.

For spring and summer 1978 Yardley see the face as "soft and glowing, light and translucent" and to achieve this fashion they have produced a new colour collection. The products include a new light coverage foundation (£1.10) in six shades designed to flatter most skin types. A new gel blusher (£0.99) is in three shades plus a highlighter.

Eye-framer (£1.10)—"not a conven-

tional eye-liner"—is said to give subtle definition to the eye whilst toning with the eye shadow; it comes in four shades co-ordinated to the new pearly powder and superlustre shades and to many of the existing Yardley eyeshadow shades.

In addition there are two new "romantic" shades in eyeshadow duets and three new "fruity" shades of Magic Moisture lipsticks, with matching nail enamels. All products are available for sale from March. *Yardley London Ltd, Miles Gray Road, Basildon, Essex SS14.*

## New beer shampoo from Silvikrin

Beer shine shampoo is a new variant from Silvikrin. It is designed to satisfy a newly identified demand for a shampoo to deal with the problems of "disappointing" hair lacking in natural lustre and

tending to be rather dry. Beer shine contains moisturising conditioners and lustre improvers, including extracts of beer, in a creamy base. It is available in the usual four sizes: sachet, 80ml, 130ml and 150ml at the same price as the other variants of Silvikrin shampoos. The new shampoo will be launched with its own television commercial and a full promotional programme and point of sale material features a flash cap. *Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex.*

## L'Evita—a perfume for 'individuals'

Willow Retail are introducing a "distinctive perfume for the individual," l'Evita, with a trade promotion in which the first two prizes are a pair of free tickets to the musical "Evita", plus weekend and travel expenses.

The l'Evita fragrance is described as having a sparkling top note of citrus with predominant rose, jasmine and lily of the valley tones on a woody musk base. It comes in perfume (20ml, £5.75), eau de Cologne spray (50g, £3.75), and eau de parfum spray (25g, £2.75). Six of each pack are available in a silver-and-blue merchandise which comes complete with spray Cologne tester at the front.

Each order for £100-worth of stock provides an entry draw bond in the trade promotion and another bond comes with each further £100-worth ordered before the closing date, April 30. The draw will take place on May 1 and in addition to the "Evita" tickets there will be 12 consolation prizes of the LP of the music from the show. The promotion is open to chemists in the UK and Irish Republic. *Willow Retail Proprietaries Ltd, Falconhurst House, 20b Cliddesden Road, Basingstoke, Hants.*

## Thermos launches Spring Fair

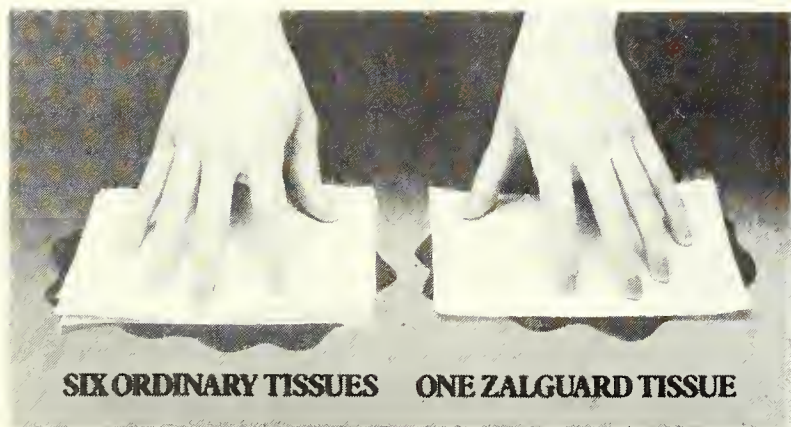
Following the successful launch last February of a limited number of insulated products from their American factory, Thermos Ltd introduced more products at the International Spring Fair in Birmingham last week. A thermosbag (14 L, £5.50; 7 L, £4.50) is an addition to the existing Elite range, launched with an eye to the growing number of travellers carrying food and drink on their journey. The bags are finished in blue and green denim. A solid ice pack is also available now for use in the company's 33 L ice chests. (£0.69).

The company are offering retailers a bonus of three free 27Q Riviera flasks in every "Spring deal" pack of 36 of their best-selling vacuum flasks—twelve metal Keltic 18, six metal Keltic 18Q, 6 plastic Riviera 27, 6 plastic Vogue 25, three plastic Vogue 25Q and three plastic Riviera 27Q flasks. A limited number of these deals will be offered during February and early March. *Thermos Ltd, Ongar Road, Brentwood.*



# NEW ZALGUARD BARRIER

**New because they set a new standard in hygiene**



1. A simple test with ink proves what ZALGUARDS can do. The hand on the left presses down on 6 ordinary tissues laid on a blob of ink; the other hand presses down hard, with only one ZALGUARD as protection from the ink.

2. Now look! The hand on the left is contaminated; the hand on the right - no contamination! Imagine the ink was moist germ-carrying cold mucus or diarrhoea! ZALGUARDS is the barrier tissue that helps stop germs being handed around.

## The spread of germs by 'touch transmission'

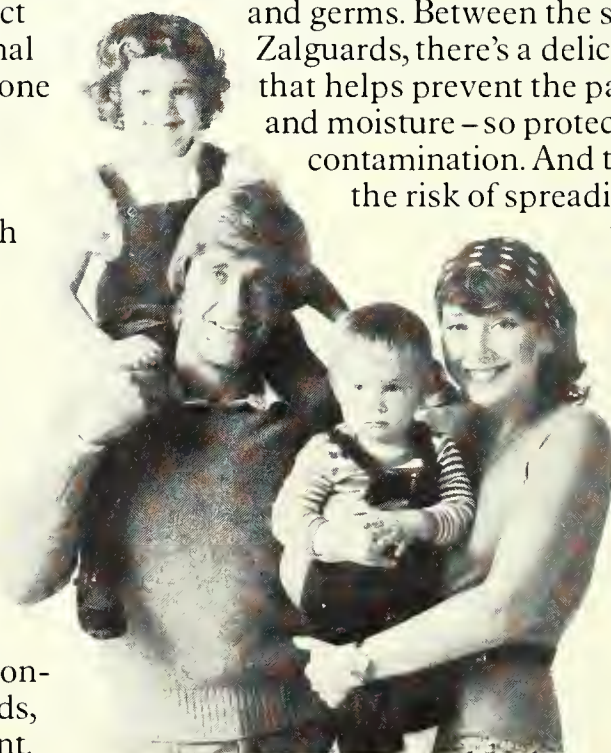
The illnesses which most commonly afflict families nowadays are probably gastro-intestinal infections and colds and influenza. And when one member of the family gets a tummy upset or a cold, the chances are the whole family will go down with it. Recent evidence suggests that germs can be passed round the family by 'touch transmission' - from hands contaminated by germ-carrying cold mucus or diarrhoea.

They are a highly effective barrier against moisture and germs. Between the soft tissue layers in Zalguards, there's a delicate but strong layer that helps prevent the passage of germs and moisture - so protecting hands from contamination. And therefore reducing the risk of spreading germs around the family. That's why Zalguards Barrier Tissues set a new standard in hygiene.

## The world's first barrier tissue



It is clearly important to avoid contamination of hands in the first place. But ordinary paper tissue is totally inadequate for stopping hand contamination. Zalguards, however, are different.





# GUARDS TISSUES.

New because they open up a new area of profit.

## great new business opportunity

Zalguards provide a great new business opportunity since every sale of a cold or flu remedy anti-diarrhoeal treatment represents an opportunity for the additional sale of a pack of Zalguards.

(In 1976, the number of prescriptions for anti-diarrhoeal treatments and purchases of O.T.C. product items totalled over 9 million, and cold and flu remedies provided by chemists came to a staggering 65 million.)

## major advertising launch

Zalguards will receive tremendous sales support with an expenditure of £200,000 on national press and women's magazines advertising during the next six months alone. This striking advertising campaign will ensure that brand awareness is very rapidly established.

In addition, a full range of display materials has been designed to publicize Zalguards in-store.

Doctors in the area of your pharmacy will be involved directly in the promotional programme. They will be detailed with the advantages of Zalguards whenever a patient requires a consultation for a

cold or for diarrhoea. In this way it is anticipated that a number of people will be asking for Zalguards at the same time as they proffer their prescription. Actively displaying Zalguards at point-of-sale will therefore act as a crucial reminder to these customers.

## Creating a new market

Zalguards is an entirely new concept in the fight against the spread of germs, going out to an entirely new and receptive audience. The market is new, the business is new and the profits are new.

Should you require further information on this outstanding business opportunity, please get in touch with your Sterling Health representative.

**NEW ZALGUARDS HELP STOP GUMMY BUGS AND COLD GERMS BEING HANDED ROUND THE FAMILY.**

...the hands of the family members...  
...the hands of the family members...  
...the hands of the family members...

**NEW ZALGUARDS**  
BARRIER TISSUES FOR DIARRHOEA

**NEW ZALGUARDS**  
BARRIER TISSUES FOR COLDS

Protect hands from contamination - reduce spread of germs

STERLING HEALTH

**NEW ZALGUARDS.**  
**THE BARRIER TISSUES FOR COLDS AND DIARRHOEA.**

**Sterling Health**  
Family products  
your customers  
trust.



# K. J. SUPPLIES (NORBURY) LTD.

DIRECTORS: K. J. KALMS B. KALMS, M.I.S.T.M.

WHOLESALE TOILETRIES  
& CHEMISTS' SUNDRIES  
Telephone 01-961 1212



UNIT C.7, 6 ELDON WAY  
ABBEY ROAD, PARK ROYAL  
LONDON NW10 7QY

MONDAY-FRIDAY 8.45 am-5 pm

NETT LOSS OF PHARMACIES IN 1977 WAS 141 (Source C&D)

NOT ONE WAS SUPPLIED BY K. J. SUPPLIES (NORBURY) LTD.

Our customers are able to be competitive with these typical prices

INSTEP FOOT SPRAY and  
TALC  
£3.11 dozen of each  
—LIST LESS **60%**

MATEY BUBBLE BATH  
£3.35 dozen  
—LIST LESS **30%**

GRECIAN 2000  
£9.00 dozen  
—LIST LESS **20%**

AIRWICK HOMEFRESH  
£2.21 dozen  
—LIST LESS **42%**

BRUT 33, DEODORANT and  
ANTI-PERSPIRANT  
£5.54 dozen  
—LIST LESS **25%**

WILKINSON BLADES, fives  
20p per packet  
—LIST LESS **30%**

BIC RAZORS  
£6.04 box 50 x 3  
—LIST LESS **20%**

AMPLEX ROLL ON  
£2.75 box 24  
—LIST LESS **45%**

EUTHYMOL TOOTHPASTE,  
70cc  
£2.75 dozen  
—LIST LESS **18%**

MUM REFILLS, 28cc  
£2.47 dozen  
—LIST LESS **33%**

COLGATE, 85cc  
£3.19 dozen  
—LIST LESS **37%**

EUGENE 10 DAY SET, 20cc  
£1.10 box 24  
—LIST LESS **42%**

EUGENE HAIR THICKENER,  
20cc  
£1.38 box 24  
—LIST LESS **55%**

US SPRAY DRY POWDER,  
160cc  
£3.02 dozen  
—LIST LESS **47%**

RADOX LIQUID, 280cc  
£3.36 dozen  
—LIST LESS **30%**

PADDI PADS, 30s  
£7.60 dozen  
—LIST LESS **18%**

SONA BATH SALTS  
£2.10 dozen  
—LIST LESS **28%**

CREST TOOTHPASTE,  
FAMILY, 122½cc  
£4.00 dozen  
—LIST LESS **37%**

SUNSIK SPRAYS  
—ALL LIST LESS **20%**

NAPISAN, 1000g  
£7.21 dozen  
—LIST LESS **25%**

PALMOLIVE LATHER GIANT  
£3.40 dozen  
—LIST LESS **25%**



## Show Willow for Profit

Willow Retail puts money back into the chemists pockets with a high profit margin on all Willow items.

Each time Willow call there will be a bonus of 100% profit on one part of the range.

- l'Evita — a new exclusive French Parfum, Cologne and Gift Packs.
- Flower Fragrances — Honeysuckle, Fougere, Jasmine, Freesia, Muguet and Musk Parfum
- Terivite — a health food supplement
- Relief — after sun cream in tubes and bottles, after sun moisturiser and sun tanning milk
- Nail Care Accessories — Emery boards

**(ask which one has the 100% profit)**

Make sure that you get the maximum profit into your pocket the next time Willow call.

Willow Retail Proprietaries Limited  
Falconhurst House, 20b Cliddesden Road, Basingstoke, Hampshire.  
Telephone Basingstoke (0256) 23261 Telex 858575



## Wella re-vamp Colour Set

Wella have added four new shades to their Colour Set range. Ash blonde, pearl blonde, deep chestnut brown and natural warm brown have been introduced while the three least popular shades—burnished chestnut, beige rose and beige blonde—have been discontinued, leaving a range of ten shades. At the same time the company has taken the opportunity to give “a new image to the total presentation of the range”. To aid consumer selection, they say, each of the shades have been colour coded with full length wrap-around labels, said to be easily discernible in the new point of sale units which hold three 38ml bottles of each colour. The 100ml bottles of sable brown, pearl grey and silver ash have been similarly repackaged. *Wella (GB) Ltd, Basingstoke, Hants.*

## Cussons competition

To tie in with the introduction of a new family size tablet into the Imperial Leather soap range, Cussons have organised a “win with the family” competition. The competition offers consumers 5,000 in prizes. First prize is a Grundig colour TV with 100 runner up prizes of Video Master Colourscore family TV games. The competition is flashed on each new family soap pack and will be advertised in a £33,000 consumer Press campaign in the TV weeklies and national dailies during March and April.

As an added incentive to the trade, Cussons are offering 101 Videomaster TV games to the 101 retailers who sell the winning entries. *Cussons, Sons & Co Ltd, Kersal Vale, Manchester.*

## Gibbs' SR spend

Elida Gibbs are spending £ $\frac{3}{4}$  million on TV advertising during 1978 for SR toothpaste, supported by £100,000 worth of advertising in women's magazines using double half-page colour spreads throughout the year. *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London.*

## Supersoft boost

Advertising expenditure behind the Supersoft hair care range is to be doubled for 1978, compared with 1977, says Reckitt Toiletry Products. A total of £1 million is to be spent on campaigns on television and in women's magazines. Supersoft shampoos are being advertised on television using a 45 second version of the 1977 “psychiatrist” cinema commercial and for hairsprays, the company is repeating the 45 second “Napoleon” and “Crosby” commercials, together with 15 second reminder versions. The current campaign will be repeated



New Rentokil rodenticide Rodine C (C&D January 7, p8) comes in a black, red-on-white packet containing five 10g sachets with 12 packets to a shrink-wrapped outer. *Rentokil Ltd, Felcourt, East Grinstead, West Sussex*

in March, summer and again in autumn. The remaining £300,000 of the budget will be spent in women's magazines in a spring and summer campaign supporting shampoo, hairspray and conditioner. “We are repeating the 1977 commercials,” says product group manager Keith Brandon, “because people find them amusing and sympathetic, and most importantly because they remember them. *Reckitt Toiletry Products, Reckitt House, Stoneferry Road, Hull, HU8 8DD.*”

## Six for price of five from Gillette

Gillette are giving away razor blades in February in their latest promotion aimed at grocers and chemists. From the beginning of the month, special packs of Gillette Platinum blades will be on sale containing one extra blade free in addition to the normal contents of five. Outlets of 50x5 dispensers and 25x5 dispensers of the blades will be especially flashed with details of the promotion.

The six for five offer follows the recent announcement that the company is to spend more than £2 million during 1978 promoting their range of razor and blade products. *Gillette Industries Ltd, Great West Road, Isleworth, Middlesex.*

## Concept distribute Helancyl, Klorane

Concept Pharmaceuticals Ltd have taken over distribution of Helancyl home massage regime and Klorane hair care and baby preparations, formerly handled by Mölnlycke Ltd. (Concept are the UK affiliate of Laboratoires Pierre Fabre, the product manufacturers.)

Explaining the move, Jack Mercanton, head of Concept, says: “Once we had a

substantial range of preparations over here, it made sense to appoint our own sales force. We now have an experienced team whose members have been exposed to a tough Gallic training at the company's headquarters in Castres. In addition, we have greatly extended our warehousing and back-up facilities.”

## Schwarzkopf offer holiday prize

A £2,000 holiday is the top prize in the first Schwarzkopf trade promotion of 1978. The competition is open to all bona fide purchases of Schwarzkopf products. The second prize is a sunshine holiday for two plus £250 spending money and there are 100 runner-up prizes of a Hamlyn Atlas worth £6.50 with an added bonus of £25 and £5 holiday vouchers to any stockist buying either Batiste, Corimist or Paletta. The promotion sell-in period until the end of February, with competition closing dates at the end of April, is based on general knowledge geography questions including the usual tie-beater. *Schwarzkopf Ltd, Penn Road, Californian Trading Estate, Aylesbury.*

## Gumption on TV

LR/Sanitas are supporting the current money-off promotions on liquid Gumption kitchen and bathroom cleansers with a two-week advertising burst commencing February 13. Their “Grimebuster” television commercial will be seen in the London, Midlands, Lancashire, Yorkshire, Tyne Tees, Ulster and Southern areas. The promotions themselves continue until March 31. *LR/Sanitas Ltd, Sanitas House, Stockwell Green, London SW9 9JJ.*

## Nervone advertised

Nervone is being advertised in six major national newspapers during February to back up a promotion through Boots. In addition an extensive advertising campaign covering a broad range of national papers and the health Press will commence in May and continue until the following April. *New Era Laboratories Ltd, 39 Wales Farm Road, London W3 6XH.*

## Doom distributor

The sole distributors for Napa's Doom household insecticides are to be Bellair Cosmetics Ltd and Fassett & Johnson Ltd, New Road, Winsford, Cheshire. The range consists of Doom fly killer, insect killer, moth proofer, a slow release strip and a controllable cassette. *Napa Products Ltd, Queens House, Paragon Street, Hull HU7 ODS.*

## Antiperspirant sizes

The contents of the economy size of Three Wishes and Sure antiperspirants have been decreased to 200ml. Prices are now £0.88 for Three Wishes and £0.85 for Sure. *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY.*



## 110 and 35mm models new from Petri

Two new cameras are to be introduced into the Petri range during February-March. The first on the market will be the Petri 110-EF which has a built-in flash with ready-light. The three-element f/5.6 lens is fixed focus over a range 5ft to infinity and the mechanical shutter is rated at 1/125 sec. Without flash, outdoor exposures are at f/8 with ASA 100 film and f/16 with SA 400; indoors with flash the aperture is f/5.6 (ASA 80 film is also accepted). Other features are double exposure prevention, vinyl strap, tripod socket, protective glass lens-cover and extra-light shutter release to help prevent camera shake during exposure. The camera is of ABS construction.

To follow the 110 will be the Petri EF-35, again with a built in flash—guide no 10 with ASA 100. The f/2.8 four-element lens is fully coated and colour corrected and zone focuses from 3ft to

infinity. The mechanical shutter is fully programmed between f/16, 1/800 sec and f/2.8, 1/300 sec, the correct exposure combination being selected by pressing a check button and turning the diaphragm ring until both under and over exposure warning lamps are activated. Other features include double exposure prevention, vinyl strap and tripod and cable release sockets. Both cameras are powered by two AA batteries.

These new cameras will be included in Petri brand advertising due during the May to July period of the initial launch, the main media being *Amateur Photographer*, *Camera User*, *Photography*, *Practical Photography*, *Photo Technique*, *SLR Camera* and *What Camera*. A new range of local promotion advertising to coincide with the pre-summer sales season will be available on brands distributed by Enterprise.



## New viewers range from Agfa

A new range of transparency viewers from Agfa consists of the Gucki 135B pocket (£4.01½), Agfascop 100 mains (£9.90), and Agfascop 200 mains (£13.9½). The 135B is battery-powered, with 5.5 times magnification to 35mm slides. The 100 incorporates a new type of lens for panoramic viewing, a slide

collection tray holding up to 12 slides and dual-channel facility for slides or film strips and can cope with different types of mount. The 200 offers smooth slide changing facility, a chute housing up to 38 slides and accommodates mixed mounts. *Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex.*



# PRESCRIPTION SPECIALITIES

## One-alpha capsules

**Manufacturer** Leo Laboratories Ltd, Denmark House, Old Bath Road, Twyford, Reading, Berks

**Description** Dark violet ellipsoid soft gelatin capsules containing 1 mcg of 1  $\alpha$ -hydroxyvitamin D<sub>3</sub>

**Indications** Renal bone disease, hypoparathyroidism hypophosphataemic vitamin D-resistant, and pseudodeficiency rickets and osteomalacia. Prior to parathyroidectomy for primary hyperparathyroidism with bone disease to minimise postoperative hypocalcaemia. Nutritional and malabsorptive rickets and osteomalacia

**Precautions** Should only be used when plasma calcium monitoring facilities are available. Throughout treatment regular plasma calcium determinations are essential at weekly to monthly intervals, particularly in chronic renal failure. If hypercalcaemia occurs, therapy should be stopped until level normal then restarted at half dose. If necessary, over-dosage may be treated additionally with loop diuretic and intravenous fluids, or with corticosteroids

**Dosage** Initially *Adults and children over 20 kg*—1 mcg daily; *Children under 20 kg*—0.05 mcg/kg/day. Dosage should be adjusted thereafter according to response

**Note** 1  $\alpha$ -hydroxyvitamin D<sub>3</sub> is rapidly converted in the body to 1,25-dihydroxyvitamin D<sub>3</sub>, the metabolite through which vitamin D exerts effects. It has a rapid onset and a short duration of action

**Storage** Room temperature protected from sunlight

**Packs** 100 (£35.50 trade)

**Supply restrictions** Prescription only

**Issued** February 1978

## ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

**Anadin:** All except U, E

**Askit powders:** Sc

**Ayds:** All areas

**Bran-Slim:** Lc, Y, NE, M

**Camay:** All areas

**Clearasil cream:** Ln, M, WW

**Contact 400:** All except E

**Complan:** Ln, Lc, Y, NE, SO

**Head & Shoulders:** All except B, E

**Hedex:** All areas

**Fairy toilet soap:** All except Ln, So, A, E

**Lemsip:** All except E

**Numark promotions:** U

**Marigold housegloves:** Sc, WW, U, G

**Poly Simply Sensational:** M, WW, So, We

**Rennie:** All except U, CI

**SR:** All areas

**Vitarich:** Lc



Source: Stats MR Aug/Sept

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**Polaroid 18.6%**

**W. L. Dickinson 02.2%**

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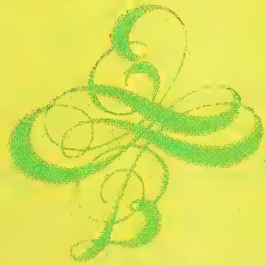




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# Disinfectants in the home — are they money down the drain?

by Dr Sally F. Bloomfield, Department of pharmacy, Chelsea College

Every year consumers spend millions of pounds on disinfectants for use in the home in the belief that these products make a valid contribution to infection control.

In general, laboratory tests by manufacturers ensure that products conform to high standards of quality and performance and from hospital investigations there is evidence that disinfectants play a valuable role in infection control in certain situations. However, many public health bacteriologists believe that, for general purposes, disinfectants achieve little which cannot be obtained by normal methods of hygiene.

In a number of hospitals, therefore, efforts are being made to rationalise the rather indiscriminate use of disinfectants and to concentrate on improving all aspects of hygiene (Maurer, 1974). In view of this, it would seem that some critical reappraisal of disinfectant usage in the home might also be valuable.

As indicated in Table 1, virtually all general household disinfectants contain one of three types of antimicrobial agents. These include the liquid bleaches, phenolic disinfectants such as black and white fluids, chloroxylenols and pine disinfectants, and the quaternary ammonium bactericides—chlorhexidine and cetrimide. Although some of these products are also used as skin disinfectants, the additional range of proprietary antiseptics will not be discussed here. Table 1 also summarises various other types of disinfectants and cleaning agents marketed for home use. Many of these products contain "solid bleach" compounds which release hypochlorite in water and also oxidising agents such as perborates and percarbonates which, although included for their bleaching effect, may also exert disinfectant action.

## Properties

It can be seen from Table 2 that the halogens show high activity against the widest range of organisms, the phenolics show good activity against vegetative bacteria but little activity against spores and viruses whilst the value of quaternary ammonium compounds and chlorinated phenols tends to be limited by their selective action against Gram positive organisms. Although pine oils show little activity against all organisms, products marketed as "pine disinfectants" usually also contain substituted phenols to ensure satisfactory disinfectant action.

Although activity is of prime importance, other factors may also determine product effectiveness (Table 3). Inactivation by organic material is well known to bacteriologists but the task of convincing housewives that dirty conditions will not be rectified by disinfectants but will actually invalidate their use is less

easy. All household disinfectants are inactivated to some extent by organic matter, although phenols are less seriously affected than halogens and quaternary ammonium compounds. Most formulated products allow a "margin of safety" to guard against misuse.

Disinfectants may be incompatible with surface active agents and also inactivated by cotton and plastic materials used in manufacture of cleaning utensils (Maurer *et al*, 1972). Product acceptability in terms of odour and

appearance is also important; many home users believe that elimination of offensive smells indicates eradication of offending bacteria and may choose less active pine disinfectants in preference to stronger smelling phenolics which tend to be associated with hospitals.

Since the majority of micro-organisms have limited ability to survive in the absence of moisture, dry areas such as walls, floors, clothing and household linens have relatively low levels of con-

*Continued on p192*

Table 1. Disinfectants and cleaning agents used in the home

Product type	Disinfectant agent	Proprietary brands
<b>A. General disinfectants</b>		
Liquid bleaches	Sodium hypochlorite	Brobat, Parazone,
Phenolic disinfectants	Black fluids	Domestos
	White fluids	Jeyes fluid
	Chloroxylenols	Izal germicide
	Pine disinfectants	Dettol, Izal antiseptic
Quaternary ammonium bactericides	Chlorhexidine/Cetrimide	Lifeguard, Ibcol, Sanpic, Cleenopine, Zal pine Savlon
<b>B. Household cleaning agents and other disinfectant products</b>		
Scouring powders	NaDCC, TCC*	Vim, Ajax
Liquid cleaners (general)	Ammonia?	Ajax liquid, Gumption
Floor and wall cleaners	NaDCC, TCC, none?	Flash, Sainsbury floor and wall cleaner
Washing powders	Perborates, percarbonates	Persil, Bold, Daz
Dish washing powders	NaDCC	Finish, Freedom
Laundry bleach	NaDCC, TCC	—
Toilet cleaners	NaDCC, KHSO <sub>5</sub> /NaCl, none?	Sanilav, Dot, Harpic
Toilet sanitising blocks	NaDCC, none?	Aquasan, Racasan, Loo
Nappy cleaners	NaDCC, KHSO <sub>5</sub> /NaCl, perborate	Bloo Boots, Napisan

\*NaDCC, sodium dichloroisocyanurate; TCC, trichloroisocyanuric acid

Table 2. Antimicrobial activity

Disinfectant type	Gram positive bacteria	Gram negative bacteria	Bacterial spores	Viruses	Fungi
Sodium hypochlorite and other chlorine compounds	++	++	+	+	+
Black and white fluids	++	++	(+)	(+)	(+)
Chloroxylenols	++	(+)	—	—	—
Pine oil disinfectants	+	+	+	—	—
Chlorhexidine	++	+	—	(+)	(+)
Cetrimide	++	+	—	(+)	(+)

Activity against ++ high; + activity; (+) weak; — none

Table 3. General properties

	1		2		3	4	5	6
	a	b	c	d				
Sodium hypochlorite and other chlorine compounds	++	(+)	C	(+)	+	—	+	Bleaching action
Black and white fluids	(+)	+	C	(+)	++	+	+	Messy
Chloroxylenols	++	+	C	++	+	(+)	—	
Pine oil	++	+	C	++	+	—	—	
Chlorhexidine	++	++	A	++	—	—	—	Higher cost
Cetrimide	++	++	A	++	—	—	—	

1—Disinfectant; 2—Inactivation (+) by; 3—Odour; 4—Toxicity and skin irritancy; 5—Corrosiveness; 6—Other properties  
a—Organic matter; b—Plastics etc; c—Detergents; d—Hard water  
C, A = Inactivation by cationic or anionic surface active agents



# Disinfectants in the home

Continued from p191

tamination although pathogens such as *Staphylococcus aureus* and *Clostridium welchii* may be present. Moist situations associated with kitchen and bathroom areas are usually more heavily contaminated with organisms which are mainly non-pathogenic Gram negative bacilli but may include pathogenic entero-bacteria, flavobacteria and pseudomonads.

All types of foodstuffs may be responsible for food poisoning associated chiefly with *Salmonella* species but also *Staph aureus*, *Cl welchii*, *Bacillus cereus* and certain *Escherichia coli* serotypes. In general, infection is only caused by ingestion of large numbers of organisms ( $10^4$ - $10^6$ ) which result from mishandling of food but with infections such as *Shigella* dysentery relatively small numbers of organisms may be sufficient.

The importance of the human body as a source of infection is fairly well recognised; normal body flora may include *Staph aureus* associated with the skin surface and also various enterobacteria and pseudomonads present in the gastrointestinal tract. On the other hand, the potential infection hazard associated with household pets is seldom properly appreciated; it is estimated, for example, that at least 1-2 per cent of domestic cats and dogs are *Salmonella* excretors.

## Use in the home

**General dry areas.** Investigations in hospitals indicate that horizontal surfaces and particularly floors are usually more heavily contaminated than other dry areas. Contamination includes both organisms ingrained into flooring material and also dust-borne contamination lying on the surface which is readily transferred from one area to another either by air dispersal or more usually via shoes, etc (Ayliffe *et al*, 1967). The introduction of carpeting into hospitals has been criticised on the grounds that it may encourage build up of contamination but although there is evidence of increased levels of airborne contamination in carpeted areas there is little to suggest that this constitutes any increased infection hazard (Shaffer, 1974a).

Experimental data (Ayliffe *et al*, 1966) indicates that about 90 per cent of floor contamination is effectively removed by washing with soap and water alone and, although decontamination is increased by disinfectant usage, where areas are exposed to the general environment, contamination returns to precleaning levels within a few hours, regardless of whether disinfectants were used or not. Routine disinfectant usage is probably not justified.

Household fabrics bear relatively little contamination although clothing and bedlinens may act as agents for dispersal of body pathogens. Household linens are usually maintained by regular laundering in hot water and detergent but, although there are indications that

additional use of disinfectants may assist in preventing dispersal of pathogens from heavily soiled items (Buford *et al*, 1977), machine wash cycles using water temperatures of 54° C and above are considered adequate for routine decontamination (Walter & Schillinger, 1975).

**General wet areas.** Moist situations undoubtedly represent the major areas of disinfectant usage in the home and for maintenance of these areas a considerable range of disinfectants and cleaning agents are available as indicated in Table 1. Experimental data again indicates, however, that, although disinfectants produce rapid effective decontamination of specific sites, routine disinfection *per se* produces little permanent reduction in general levels of contamination.

Table 4. Composition of household cleaning agents

Product Type	Recommended % NaDCC/TCC*	composition by weight Detergent	Available chlorine (parts/10 <sup>6</sup> ) at 'in use' dilutions
Scouring powder	1.0	3.0	150-200 (approx)
Floor and wall cleaners	1.0-4.0	5.0	20-100
Home laundry bleach	23.0	2.0	50-120
Nappy cleaners	10.0	3.0	200
Toilet cleaning powders	2.0-5.0	1.0-2.0	200
Toilet sanitising block	10.0-25.0	2.0	—
Dishwashing powders	2.0	2.0	15-30

\* NaDCC, Sodium dichloroisocyanurate; TCC, trichlorisocyanuric acid

tion. Recent investigations in hospital pharmacies (Baird, 1977) indicate that persistent reduction in incidence of pseudomonads in the pharmacy *can* be successfully achieved but only by rigorous improvement in all aspects of hygiene.

For hypochlorite disinfection in hospitals 100 to 200 parts/10<sup>6</sup> available chlorine is recommended for treatment of "clean areas" and 1000 parts/10<sup>6</sup> for areas contaminated with organic soil. Analysis of proprietary brands of household bleaches (Which?, 1972) shows initial concentrations ranging from 3.8 to 9.5 per cent available chlorine and since directions for use are somewhat vague—involving cups, buckets and, in some cases, unspecified quantities of disinfectant—then "in use" dilutions may vary between 300-1200 parts/10<sup>6</sup>. An assessment of recommended "in use" dilutions for the various chlorine-based household cleaning agents (Table 4) indicates that (except for dishwashing powders where NaDCC is added to facilitate rinsing) chlorine concentrations may vary between 50 and 200 parts/10<sup>6</sup>, although again exact estimates are difficult due to imprecise directions for use. Hospital investigations show the importance of accurate "dispensing" for disinfectants and it is strongly suggested that more attention be paid to this aspect of disinfectant usage in the home.

The main problem in disinfection of

moist areas is the presence of organic material which accumulates, particularly in situations such as sinks and drains where mechanical removal is difficult. Caustic soda is recommended for removal of greasy soil from inaccessible areas although there is evidence that combined detergent-hypochlorite or phenolic formulations show increased efficiency in this situation.

The area of home hygiene which probably receives least attention is the care of household cleaning utensils. These items readily redistribute contamination collected from the environment while utensils which are not properly dried after use provide an ideal breeding ground for organisms and are often found to be heavily contaminated with pseudomonads. Colquitt & Maurer (1969) showed that boiling is probably best for decontamination of all types of cleaning utensils; although phenolic disinfectants were successful for decon-

tamination of cotton mops, results with plastic mops were unreliable.

Under normal conditions "general areas" in the home probably represent little infection hazard but there are a number of situations where special consideration is required.

**Household toilets.** Investigations of premises such as restaurants and hospitals (Gerba *et al*, 1975) indicate that toilets under normal usage may contain between 10<sup>6</sup> and 10<sup>9</sup> total organisms including about 10<sup>2</sup> to 10<sup>3</sup> coliforms. The toilet itself, if properly maintained, probably represents little infection hazard but it has been demonstrated that toilet flushing invariably produces bacteria-laden aerosols which settle onto surfaces throughout the bathroom. Analysis of washroom and toilet facilities in various public premises (Mendes & Lynch, 1976) showed the presence of different types of faecal bacteria in all areas examined and although dry surfaces such as outer toilet door handles were rarely contaminated, substantial numbers of organisms were frequently isolated from inner door and tap handles, which is of obvious concern since these areas are normally touched after handwashing.

Various disinfectants, including liquid bleaches, scouring powders and acid-based toilet cleaning powders, many con-

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# Disinfectants in the home

Continued from p192

taining chlorine disinfectants, are used for routine cleaning of toilets. Investigations with hospital toilets (Maurer *et al*, 1972) showed that despite hypochlorite disinfection at nights, contamination was no lower and was sometimes in fact higher the following morning. In many cases counts then decreased during the day, indicating the efficiency of toilet flushing in disinfection.

Intermittent disinfection does little to combat aerosol contamination and it seems that the most feasible approach to this problem involves the use of formulations which are suspended under the flushing rim or in the cistern of the toilet so that disinfectant is released continuously into the toilet and carried over with aerosol particles generated by flushing. Although "toilet blocks" containing 10 to 25 per cent NaDCC or dichloromethylhydantoin have to some extent been investigated for this purpose, none of the proprietary brands currently available appear to contain disinfectants of this type.

**Local sporadic contamination.** Although regular cleaning is adequate for maintenance of the general environment, local sporadic contamination due to vomit and excreta from children or pets requires prompt action. For this purpose, both phenolic and hypochlorite disinfectants ensure rapid and effective decontamination of infected areas (Ayliffe *et al*, 1966).

**Food hygiene.** Probably one of the greatest infection hazards in the home is that associated with food (Hobbs, 1974). Food poisoning may originate not only from raw contaminated food but also from human and animal carriers and from the general kitchen environment. Baird *et al* (1976) demonstrated that strains of *Pseudomonas aeruginosa*, which were isolated from about 20 per cent of environmental sites in the pharmacy, were also present in up to 9 per cent of dispensed preparations and there are obvious similarities between this situation and the domestic kitchen! In the small modern kitchen, there are particular problems in preventing cross contamination of foods particularly in the refrigerator where raw and cooked foods are stored adjacent.

Surfaces which come into contact with food should be decontaminated with particular care and, although immersion in hot water and detergent is convenient for crockery and utensils, additional use of disinfectant is recommended for all kitchen surfaces. On the whole, hypochlorites are used for food hygiene purposes since phenolics tend to taint food flavour.

Since hypochlorites are rapidly inactivated by organic material, the need for cleanliness is vital. In the food industry a two-stage process of detergent cleaning

followed by disinfection is recommended (Gilbert, 1970) although in the home, where surfaces are not subjected to such heavy or constant use and the demand is for convenience products, combined hypochlorite-detergents probably achieve best results.

Dishcloths and teatowels represent a particular hazard in the kitchen since these items not only come into contact with food and with kitchen surfaces and utensils but are also left lying around in moist situations thus providing ideal conditions for growth and transfer of organisms. Davis *et al* (1968) showed that dishcloths and teatowels are often heavily contaminated with  $10^6$  to  $10^{12}$  organisms including coliforms and staphylococci and, although decontamination is easily and effectively achieved by boiling, recontamination occurs rapidly on re-use indicating the hygienic advantages of disposable paper towels.

Table 5. Infection hazards

	Sources of infection	Susceptible subjects
High risk	Food, toilets, infected or carrier subjects, pets	Neonates, elderly or sick persons
Intermediate risk	Sinks, drains baths, cleaning utensils	Minor injuries
Low risk	Floors, walls, furnishings, clothing, household linens	Healthy subjects

Although the normal adult shows considerable resistance to infection, a number of situations occur quite commonly in the home where additional care is required.

Newborn infants whose normal resistance mechanisms are not fully developed are particularly susceptible to infection and advice on infant hygiene and associated disinfectant usage forms an important part of prenatal instruction given to mothers. In domiciliary nursing, disinfectants are used for thermometers, bedpans etc, whilst for minor cuts and burns disinfectants may ensure freedom from infection during healing.

There are, however, hazards in keeping disinfectants in the home for occasional emergencies; investigations (Bassett 1971) have shown that where disinfectants, particularly phenolics, become contaminated during use and are subsequently kept for any length of time, substantial growth of contamination may occur in the disinfectant itself. The use of such product for "first aid" and other purposes may actually increase the

infection hazard which could be adequately controlled by normal hygiene.

An overall assessment of available data indicates that considerations applied to the hospital situation probably apply equally well to the home. Long term infection monitoring programmes in hospitals (Shaffer, 1974b) indicate that actual levels of environmental contamination are relatively unimportant and it is only where outbreaks of infection have been traced to reservoirs of contamination in specific situations that any positive correlation has been demonstrated between environmental contamination and occurrence of infection.

As summarised in Table 5, possible "high risk" situations in the home include food preparation and storage areas, hazards from local sporadic contamination and from toilets, and in these areas disinfectants may play a valuable role in infection control, particularly in protection of newborn infants and of elderly and sick persons. In addition, there are a number of intermediate situations such as handling of minor injuries where disinfectants may be of value but in the majority of general areas, contamination can be successfully controlled by normal methods of hygiene.

The importance of hygiene in relation to disinfectant usage cannot be understated but, although disinfectants are only fully effective in "clean" conditions, if it is assumed that there will always be a proportion of users who cannot be relied upon to carry out cleaning routines correctly, then disinfectant usage may provide a "margin of safety".

Whatever one's attitude, however, it is obvious that use of these products in the home will continue for the present time and it is, therefore, important that constant efforts are made by the public health authorities and disinfectant manufacturers to encourage higher standards of hygiene in the community such that disinfectant usage will as far as possible represent value for money rather than money down the drain!

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# PROFESSIONAL NEWS

Pharmaceutical Society of Great Britain

## Council candidates to state interests voluntarily

Candidates for election to the Pharmaceutical Society's Council will be requested to declare their interests on a voluntary basis, from the 1978 election onwards. The decision, made at this month's Council meeting, followed a recommendation from the Organisation Committee (*C&D*, January 21, p88).

The Committee, through the chairman, Mr D. N. Sharpe, reported having been informed that Mrs C. M. Puxon had read through the Hansard report of the Parliamentary debate on the declaration of interests in respect of Members of Parliament. Mrs Puxon said that the motivation behind the action of declaring members' interests was that MPs should be seen to defend their honour as Honourable Members of the House. She suggested that the Society did not have the same problem of defending honour, and that what Council might wish to decide was whether declaration of pecuniary interests was to be compulsory or not.

Members of the Committee had agreed with the disclosure of interests in general terms but were concerned about the provision of too much detail. Following considerable discussion the Committee recommended that candidates be requested to name their interests as follows: remunerated directorships of companies, public or private; remunerated employments or offices; remunerated trades, professions or vocations; the names of companies or other bodies in which the candidate has, to his knowledge, either himself or with or on behalf of his spouse or infant children, a beneficial interest in shareholdings of a nominal value greater than one-hundredth of the issued share capital.

### Guidance

The secretary and registrar, Mr D. F. Lewis, asked for guidance from Council. "If a candidate refuses to disclose this information, what do I do?" he inquired. "Do I report to this Council and do you publicise the fact?" Mr Sharpe replied that if the information was not given, that fact would be stated. He instanced the action of a well-known MP who, when supplying information for the Parliamentary register, intimated that "this information was not given."

Mrs Puxon thought it important that careful consideration should be given to the way in which a candidate would make a declaration. If the intention of the Council was to be carried out, it would have to be obvious to every elector whether or not the required information had been given. She suggested that a detailed form should be provided

with a special heading under which the candidate would detail his pecuniary interests. Mr Lewis said that was an administrative matter to which thought would be given.

The Department of Health's proposals on the reconstitution of the Prescription Pricing Authority include four pharmacists on the PPA, whereas the Tricker Report had recommended only three. Also the Secretary of State had agreed that the pricing of prescriptions should remain the prime function of the PPA. However, he had not accepted the Society's recommendations that the authority should elect its own chairman and that the majority of members should be pharmacists. The Practice Committee recommended, therefore, and Council agreed, that the Department be informed that the Society was firmly convinced of the need for the majority of the PPA members to be pharmacists.

### Members' views on STV to be sought

Council agreed that the views of the Society's membership on the single transferable vote system should be sought. A separate voting paper, inviting members to indicate whether they would prefer to continue the existing STV system or to go back to the previous, "X", system will be included with the ordinary voting paper for the 1978 Council and auditors' election. The STV system has been used for Council elections since 1976. Prior to that, Council and honorary auditors were elected by a system under which up to seven votes for Council and up to five votes for the auditors, of equal value, were given to the chosen candidates by placing an "X" against the names of each of those persons selected. Council had agreed to review the STV system after it had been operating for three years, following motions passed at branch representatives' meetings and as a result of the report made by a working party.

Discussions on part-time pharmacies have been taking place between the Society, the Pharmaceutical Services Negotiating Committee, the National Pharmaceutical Association and the Pharmaceutical General Council (Scotland). After considering reports of recent meetings, the Practice Committee recommended, and Council agreed, that the discussion document on part-time pharmacies be redrafted and further discussed with PSNC.

A draft circular on health centres,

produced by the Department of Health, was considered in detail by the Practice Committee, who recommended, that the Society's comments should be discussed with PSNC prior to being sent to the Department. The Practice Committee also recommended, and Council agreed, that a copy of the proposed comments be sent to all regional and area pharmaceutical officers and pharmacist members of regional and area health authorities for debate at regional and area pharmaceutical committees and meetings of regional and area health authorities. Comments are requested by April 29. It was also agreed that any pharmacists serving on any of those bodies or on community health councils could also obtain copies of the Society's comments.

### Rural 'standstill' deferred

Replying to the Society's suggestion that the two organisations should make a joint approach for an extension of the rural dispensing "standstill" until they were able to agree a policy, the secretary of the British Medical Association wrote that GMSC would be giving further consideration to the Clothier Committee report on rural dispensing at a meeting in March, following comments from local medical committees. GMSC felt, therefore, that it should defer a decision on the extension of the "standstill" until that meeting. The letter also stated it was unlikely that the discussion could be concluded by April 10.

Council considered a paper, requested at the January meeting (*C&D*, January 21, p90), concerning the relationship between the Society and schools of pharmacy, and particularly the question of rotating headships. Council agreed that whether or not the head of school was a pharmacist, he should be the Society's contact on matters concerning degree approval, and the person to be invited to the annual meeting held by the Society for heads of schools. Council also agreed that co-option to its Education Committee should continue to be at the discretion of the Society's officers.

The University Grants Committee has not acceded to the Society's request that it should participate in proposed discussions, to be held between the UGC, the Department of Education and Science and the Scottish Education Department, on co-ordinating provision for pharmacy in the maintained sector with that in universities, it was reported to the Education Committee. The Society had asked to take part in the discussions after seeing the UGC pharmacy panel manpower report (*C&D*, July 16, p95). The Committee was told that the UGC, in its reply, had indicated that the advice it would give to the Government would be on a confidential basis. However it also stated that that did not imply "reluctance" to continue to carry on direct consultative exchanges with the Society as in the past.

The inclusion in pharmacy undergraduate and postgraduate courses of in-

*Continued on p199*



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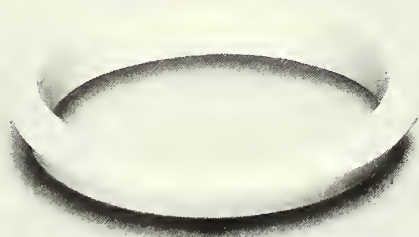




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struction in rheumatic diseases had been discussed by representatives of the Pharmaceutical Society and the British League Against Rheumatism. BLAR had provided the Society with a list of consultants who would advise and assist the schools of pharmacy, and had said that it could provide a tape and slide presentation. Council agreed that heads of schools of pharmacy and postgraduate course organisers should be given the information provided.

Regional postgraduate education committees, when they are established, should normally co-opt an industrial pharmacist whenever industrial expertise is not otherwise available within the committee membership, suggested Mr C. C. B. Stevens and Council agreed. The chief pharmacist at the Department of Health had confirmed to a member that a regional health authority would not accept a committee which, by regulation, included a representative of pharmacists for whom it had no training responsibilities. However the Department had agreed that the provision of an industrial pharmacist for the committees should be by co-option, when desirable.

## APhOs meeting

Representatives of the newly formed Association of Area Pharmaceutical Officers and the Society met recently and agreed that an annual meeting should be held between representatives of the association, the Society, and of hospital and general practice pharmacy. The Practice Committee recommended, and Council agreed, to suggest that the association should also invite to the meeting a representative of the Industrial Pharmacists Group Committee.

The National Eczema Society is to be informed that the Society does not favour its suggestion of setting up a working party to discuss ways of improving information given to patients on the use of corticosteroid creams. However, the NES will be told that the subject would be included in the discussions on the provision of information to patients, being held between the Society, the BMA and the Department of Health.

A complaint is to be made to the Statutory Committee concerning the sale of Phensedyl from a pharmacy. The Ethics Committee was told that a complaint had been received from a member of the public alleging that 2-litre bottles had been sold from the pharmacy. Inquiries had been carried out and the pharmacist in charge had been unable to account for a large number of 2-litre dispensing packs.

Mrs C. Puxon and Dr L. Adamson have been reappointed Privy Council nominee members of the Society's Council for a further period of four years from January 29. Dr J. E. Adderson has been appointed deputy chairman of the undergraduate school of studies in pharmacy at Bradford University.

# 'Voluntary dispensing in CRCs not working well'

The voluntary arrangements for dispensing medicines in child resistant containers were not working well the Pharmaceutical Society of Northern Ireland Council was told at its last meeting, and CRC manufacturers were producing a poster to be sent to all pharmacists early in the year. Leaflets were already available from wholesalers.

The letter from the Department of Health concerning child-resistant containers was read. It stated there was no intention to revoke the legislation in the UK which is restricted to the sale or supply of aspirin or paracetamol solid-dose preparations and it was possible that the requirements might be extended to other products.

The success of the legislation had been remarkable; hospital admissions due to suspected poisoning by aspirin and paracetamol were down by 60 per cent.

Mr T. G. Eakin thought all pharmacists would be pleased at the reduction in suspected poisoning admissions. Despite explanations and demonstrations to patients many could not remove or replace the cap on CRCs. The latest weapon for attacking the container was the nut-cracker, with disastrous results. He had introduced a voluntary scheme in his pharmacy some time ago but had had to abandon it. After discussion it was agreed that the secretary, Mr W. Gorman, should convey Council's views to the Department.

## 'Leapfrogger' advice

Mr T. O'Rourke said it was rumoured that a pharmacist who had "leap frogged" into a site close to a health centre in a provincial town was preparing to repeat the operation near a Belfast health centre. He had been asked by two pharmacists with premises in the vicinity if anything could be done to stop it. Mr Eakin said one effective way would be for the pharmacists in the area to form a consortium and ask that a pharmacy be added on to the centre. After discussion it was agreed to refer the matter to the Ethical Committee.

The secretary had received a copy of a letter from the Department of Health announcing a change in the method by which hospital pharmacists were selected for the MSc degree course in hospital pharmacy at Queen's University, Belfast. In future hospital pharmacists wishing to take the course should apply personally before March 1 each year directly to the professor of pharmacy. To make the course available to hospital pharmacists holding the diploma of the Pharmaceutical Society a preliminary part-time course had also been organised by the university. That required attendance for one day per week for an academic year at the end of which the pharmacist

would sit a qualifying examination for entry to the MSc course. If successful the pharmacist would be admitted automatically to the full-time MSc course. Applications to the professor of pharmacy for the preliminary course should be before March 1.

Mr Gorman had been notified by the Department of Health that a working party had been set up to consider a formal joint body to consider questions relating to the application of the "qualified person" provisions in the United Kingdom of EEC Directive 75/319, and the constitution of such a body. Each representative organisation was invited to nominate one person for the working party and he had suggested Dr King.

## Fluted bottles

Mr O'Rourke drew attention to the final draft of The Medicines (Fluted Bottle) Regulations 1977 (1978). He said that at present it was impossible to obtain supplies of fluted bottles and because in the past the Department of Health had been helpful he suggested the secretary should write to Dr Cooper.

The accounts of the Northern Ireland Chemists' Benevolent Fund for the year ended December 31, 1977, were received. Income totalled £3,719 and grants amounted to £2,055 leaving an excess of income over expenditure of £1,664. Assets had increased during the year to £18,679. Mrs O'Rourke said the president's appeal by Mr J. Chambers had realised £2,366 and members of the Society were to be congratulated on such a fine response. It was also gratifying to see that the market value at December 31 of the investments which cost £16,236 was £19,745.

On a notice of motion from Mr G. E. McIlhagger it was agreed to amend the Declaration of Trust creating the C. W. Young Scholarship Fund so that Council could make "an award or awards to enable research to be undertaken or to assist in the undertaking of such research or to enable further pharmaceutical studies and education generally to be undertaken".

The application of Patricia Josephine Andrews (née McDonald), 22 Ladybrook Park, Belfast for restoration of her name to the Register of Pharmaceutical Chemists was granted.

## Vaccines campaign

Mr David Ennals, Secretary for Social Services, told MPs in the Commons this week that he has decided to go ahead next month with a publicity campaign telling parents of the benefits and risks of basic vaccinations offered to children including whooping cough.



## Payment for the Part III fiasco?

I have sent the following letter to my three local MPs and the PSNC, after the fiasco of the non-implementation of Part III of the Medicines Act this week. "Sir, Following the publication of Part III of the Medicines Act in January after eight years of preparation and the surprise announcement that various parts would take effect from today, I, like many of my colleagues, have spent many hours over the past few days reading the regulations outside normal shop time. This has necessitated sitting up into the early hours of the morning to read, understand, assimilate and determine which medicines it would be illegal to sell by virtue of changed labelling requirements, and also the education of staff.

"I then learned on the 10 o'clock television news last evening, that pharmacists would now be given six months to implement the regulations. In view of the time spent and frustration now felt through the Government causing such panic measures, I wonder whether the Minister of Health would consider a payment at approximately current locum rates or preferably at over-time rates, as recompense for the unnecessary hours spent during the last few days.

"I hope that you will make full representation to the Minister on behalf of myself and all pharmacists, as such severe measures put an intolerable burden on retail chemists who are trying to provide an efficient pharmaceutical service. I should be grateful if you would also gain the assurance that such a situation will not be repeated in the future."

**B. J. Wilson**  
Derby

## Bottled solace?

After the bombshell of the new Medicines Act Regulations, perhaps the Pharmaceutical Society's Council and our negotiating leaders will now realise pharmacy's minute importance in the eyes of the legislators and the government in particular.

Through the debacle of the 1977 negotiations, we ordinary mortals of retail pharmacy wrote our various views, forceful and otherwise, but to no avail. The latest edict inflicted upon us is proof that the pharmaceutical profession is a "non-entity" in the eyes of the Government, who merely pay lip-service to our role in the community.

Gradually, over the years, our influence as "chemists and druggists"—suppliers of medicaments to the nation has been eroded. Our range of nostrums (with a touch of *secundum artem*), is now reduced to the Beechams category and such products as are advertised by the media.

One's only remaining solace would appear to be to visit a supermarket (or send a youngster, who'd probably still be supplied) for a bottle of Spiritus Frumenti, if one can afford it. The Spiritus could then be dispensed, with say, Infusion of Gentian, and suitably coloured in a vehicle, and a 5ml dose MD on the label.

On completion of the above, one could partake of a drachm or so (sorry 5mls) of the said Spiritus Frumenti with satisfaction!! MDD, of course!!

**J. C. McClennan**  
Stanley, Nr Wakefield

## Teamwork victory

Thank you for your very generous leader in last week's *C&D* awarding me credit for pharmacy's victory in obtaining a six-month transitional period for the implementation of the new POM regulations.

I should be most grateful if you would allow me this opportunity to put on the record, the names of the many others from the Society who helped, for this was a particularly fine example of the teamwork which goes on behind the scenes all the time on behalf of the members. First, the president, Raymond Dickinson and Bruce Rhodes, produced invaluable and detailed briefing material. Another Council member, David Sharpe, appeared on the ITN News at Ten and the Jimmy Young Show. Branch Press officers up and down the country, gave interviews to local radio, television and their newspapers and contacted MPs from all parties. These contributions all played a great part in the success of the campaign. But above all I should like to highlight the part played by Joe Dale, Gordon Appelbe and Christine Hay of the law department, for all the patient work they did behind the scenes. Joe and Gordon appeared on national radio and television and gave dozens of interviews to newspapers. I should like to record my very special thanks to them for the encouragement and support they gave to the efforts to make life easier, not only for our members, but also for the members of the public.

**Maureen Tomison**  
*Head of publicity*  
Pharmaceutical Society of Great Britain

## Institute conference

Arrangements have now been made for the annual conference of the Institute of Pharmacy Management International to be held at the Grand Atlantic Hotel, Weston-super-Mare, from April 2-5 inclusive. The theme of the conference is "Marketing in general practice pharmacy". In addition to the business sessions, there is the usual complementary programme of social events, including a civic reception, banquet and excursions.

The inclusive cost of the conference is £60 to Institute members and their wives or husbands, and £65 to non-

members. Applications with the appropriate remittance should be sent to Dr I. F. Jones, department of pharmacy, Bradford University, Bradford 7, West Yorks, to arrive not later than March 6. All pharmacists are welcome, whether Institute members or not.

The annual general meeting will be held at 4.30pm on Sunday, April 2, at the Grand Atlantic Hotel, Weston-super-Mare. Nominations for the election to fill vacancies on the Institute Council should be sent to reach me not later than March 30.

**Stanley Durham**  
*Secretary, IPMI*  
42 Fossdale Road  
Sheffield S7 2DA  
South Yorks

## Unsold Ambre Solaire

Messrs L'Oreal's reply to Mr Wilkie's letter last week is interesting in view of the fact that I have had a call from their representative very recently.

The "satisfactory solution" (and *only* solution) offered was that I sell my stocks at half-price—at my own expense. This I shall do during the summer, hopefully, but of course I shall not be able to sell the new range of the product. Obviously I have not ordered any, so we shall all be the poorer for the L'Oreal policy.

I'm afraid I shall feel inclined to take the only, rather petty, course open to me—and refuse to deal with the company further.

**N. A. Wade**  
London W6

## Vichy margins

You recently drew your readers' attention to an article on Vichy products which are sold solely through pharmacies. Perhaps you can ask the firm why their new product Equalia has only a profit margin of 25 per cent on cost whilst other comparable cosmetic companies give a full 33 per cent?

It is no good promoting chemists' own lines if there isn't sufficient profit.

**J. A. Breslaw**  
London W2

*Vichy (UK) reply:*—Margin is only one side to a profit story—and there are some unique points about Equalia that should be borne in mind. First, there can be few if any other pharmacy-only products for which there is an advertising budget of £350,000 in five months. Second, this massive support is concentrated on a one-size item taking up very little display space, and which is not subjected to price cutting by drug stores and grocers—compare this with the multi-sizes and severe competition on other mass market products. In the main Mr Breslaw is making an unfair margin comparison with slow moving, unpromoted products. May I point out that Vichy is in the skin care and cosmetics market—and here we are dealing with a mass market, toiletry product.

*More Letters on p201*





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Continued from p200

## The importance of Rickmansworth

I will not be standing for re-election to Council because I can only do justice to one post at a time and I believe that the most important work to be done lies with the PSNC.

I feel strongly that the PSNC is the right vehicle for our political and economic hopes, although there is room for change. Region 5 contains 22 areas from the Norfolk to the Scottish borders and I would like to establish a rapport with all of their Local Pharmaceutical Committees, visit each one, and call regular meetings of the chairmen and secretaries for a thorough two-way exchange of views and information. We have sorely missed a regional communication network and we can hardly plunge into planned distribution without more understanding of its effects in different areas where there are real problems, for example, Leeds, Nottingham and Newcastle.

The chance to achieve control over pharmacy distribution, especially in areas around health centres can arise through the same legislation that will need to be amended if the Clothier report is pursued in the right way.

I want to see new money forthcoming from the government and I believe we have a case where it helps us to do our job more effectively. Firstly, we need a second pharmacist allowance to ease the financial impact of getting professional assistance with increasing prescription numbers. Assistance which is also needed to give more time for study, patient counselling, and the sheer job of management; to provide better supervision of the sale of medicines (especially bearing in mind the penalties for infringements of the Medicines Act), and to reduce locum problems for holidays and other commitments.

Secondly, I want to see financial incentives and assistance to help with the acute problem of postgraduate education which is abysmally under-financed, unco-ordinated and running at one per cent of its potential effectiveness.

Prior to the October conference last year I wrote an article for *Chemist & Druggist* in which I called for the resignation of the members of the PSNC. To say that we were dissatisfied with the state of affairs is an understatement and we all felt our representation left something to be desired. However, there are only six places on the PSNC which can be changed by a democratic vote. There ought to be more such places and smaller regions, but until that happens this is the only opportunity I have of giving you an alternative style of representation and a chance to make your vote count. Please use it.

**Noel Baumber**  
Grantham

## 'Phenomenal growth in instant photos'

Speaking at a meeting at the Waldorf Astoria, Mr William J. McCune, president of Polaroid Corporation, said that 1977 was a year of phenomenal growth in instant photography and the first year in which Polaroid's sales exceeded a billion dollars. More instant cameras and instant film were sold than in any previous year, and worldwide sales were up about 11.5 per cent with domestic sales increasing about 10 per cent and international sales about 14 per cent.

The company sold more than seven million instant cameras in 1977, and One Step, the low priced camera for SX-70 photography, was the most popular camera in America during the past autumn and Christmas selling season. Film sales exceeded 175 million packs and SX-70 film unit sales were over 70 per cent above the previous year.

Mr McCune said that the company has in full production a new SX-70 film which develops colour pictures twice as fast as before. The first image appears in about 30 seconds and provides sufficient detail to evaluate the picture in less than a minute. The development process is essentially completed in about four minutes. The film is currently available in the north-east region of the USA and will soon be available nationally and in international markets.

## Tudor Photographic re-structured

Extensive national advertising has enabled Tudor Photographic to increase the group dealer strength by over 40 per cent. To allow for even further growth, the group has been re-structured.

The holding company, formerly known as Tudor Processing Holdings Ltd and now re-named the Tudor Photographic Group Ltd is made up of three subsidiaries: Tudor Photographic Wholesale Ltd, Tudor Processing Ltd, and Tudor Reprographic Co Ltd. The following appointments have been made: Mr Jeffrey Sedley, financial controller, is now company secretary for Tudor Photographic Group Ltd, Mr Laurie Palmer, plant manager, is a director of Tudor Processing Ltd, Roger Picton, marketing services manager, is a director of Tudor Repro-

graphic Co Ltd, and Mr John Halliwell, group marketing manager, is a director of Tudor Reprographic Co Ltd. Mr Clive Bendel, formerly managing director of Plough (UK) Ltd and a former senior executive with Revlon International, has joined Tudor Photographic Wholesale Ltd as General manager, and Mr Vincent Loh, formerly secretary of the Clothing Institute, is now chief accountant for Tudor Photographic Group Ltd.

## Knox Labs expand

Knox Laboratories Ltd are embarking on a further expansion programme to meet the rapidly growing demand for Oral B toothbrushes. Additional premises have been acquired adjacent to the head office at Whitchurch, Bucks, and the sales force is currently being expanded to 50 per cent, with increased marketing and promotional support.

A number of products are to be launched during 1978, and others re-packaged. Mr Steve Beddall, previously with Wellcome Foundation, has been appointed new projects manager.

A professional services division has been formed to serve the medical, hospital and dental service markets. The division, headed by Mr Ralph Mulryne, general sales manager, will be responsible for providing information to the professions on the company's products. Mr David Cadman and Mr Ivan Marath have been seconded to the division and will be responsible, respectively, for the west midlands and London areas. Further appointments are to be made soon.

## Fisons buy in Brazil

Fisons Ltd have completed negotiations with William Pearson (Holdings) Ltd for the purchase of their investment in Pearson SA, Brazil. The consideration will be determined over a five-year period, but at current exchange rates this approximates to \$500,000 between the Brazilian subsidiaries involved. In addition Fisons will allot 36,800 ordinary shares.

Pearsons have traded in Brazil for most of this century and Pearsons SA was established in the early 1940's for the manufacture and sale of disinfectant products for agriculture, veterinary and domestic use. In more recent years they have developed a veterinary range.

More Company News on p204

Left to right: Mr Roger Picton, Mr John Halliwell (directors of Tudor Reprographic Co Ltd), Mr Laurie Palmer (director of Tudor Processing)





Continued from page 203

## Modernisation and expansion by Marfleet

Marfleet Refining Co Ltd, have carried out extensive changes since being acquired by Imperial Foods Ltd. Major modernisation and the installation of new plant have taken place supporting the planned expansion programme in both export and home markets.

The company handles a wide variety of oils and fats which are subsequently marketed for use in foods, pharmaceuticals, animal feeds, and technical products. Among them, it is one of the world's largest suppliers of medicinal and veterinary cod liver oil products, supplying approximately a third of the world's requirements.

Cod liver oil is now being recognised for the nutritional contribution it can make to the diet, apart from its vitamin A and D contents, particularly its polyunsaturated oil of a special nature which is effective in lowering blood cholesterol levels. The special polyunsaturates are also thought to be involved in the development of the brain and other active organs of the body, and can play an important part in improving the condition of the hair, skin and nails.

## Church & Co acquire Qualfield's order book

Church & Co (Fittings) Ltd, Reading, manufacturers of shopfitting equipment, have acquired the outstanding orders of Qualfields Ltd, Southport, who ceased trading on January 13. The order potential, valued at approximately £100,000, is from eight manufacturers for whom Qualfields were making merchandiser units to be used in-store.

Church's managing director, Mr David Tegg, commented, "I can reassure all retailers who are expecting merchandisers from these manufacturers that they will be delivered as planned. We have been able to work these orders into our own production and fitting schedules and will install all units on the dates they are expected."

## UG to invest in glass treatment plant

If the bottle bank scheme for glass recycling is successfully extended to Scotland, United Glass plan to invest more than £150,000 in Britain's first modern treatment plant specifically built to crush and "clean" the glass from bottles and jars returned by the public. The collection of used glass bottles in specially designed skips was launched last August by the Glass Manufacturers Federation and is now operating in Oxford, Barnsley, Colwyn Bay and Scunthorpe. So far the scheme has met enthusiastic response

and an average of four tons of waste is being collected monthly per container.

In collaboration with United Glass, the Glass Manufacturers Federation is discussing with five councils in Scotland the expansion of the programme. Before used bottles can be remelted, they must be crushed and the glass reprocessed so that it contains no metal or other "foreign" material that might damage the glass furnaces. Previously most bottles which are damaged in storage or filling by the bottlers have been thrown away.

## Briefly

**BP Vending**, 386 Third Avenue, Trafford Park, Manchester M17 1BW, have acquired the contraceptives division of Surex Ltd.

**National Starch and Chemical Corporation** report sales in 1977 amounting to \$370.7m (\$339.3m in 1976). The pre-tax profit was \$47.4m (\$46.5m).

## Appointments

**H. Bronnley & Co Ltd:** Mr Ronald Parker has been appointed west end area manager.

**Dendron Ltd:** Mr Mike Brooks has been appointed area representative for the east midlands.

**Thomas Thompson Tapes Ltd,** have appointed Mr Jack Miller sales and marketing director.

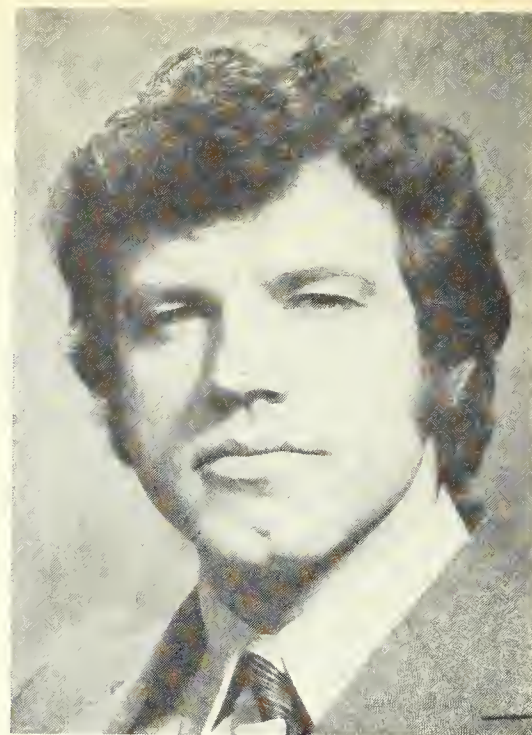
**Arthur H. Cox and Co Ltd:** Mr D. C. Carthew has joined the company as group sales manager and Mr C. J. W. Fearson has been appointed group product manager.

**Gillette Industries Ltd:** Mr Jonathan Dickins has been appointed brand manager for Techmatic and double-edge blades and razors in the UK. He has been with the company since 1974 and was previously assistant brand manager in the Papermate pen division.

**Philips Electrical Appliances Ltd:** Mr Jim Carmichael, former managing director of Pye Australia, has been appointed divisional director in the UK. He succeeds Geoffrey Hoddinott who is leaving Britain for a senior position with Philips in Canada.

**Procter & Gamble Ltd:** Mr J. W. Nedell has been appointed managing director in succession to Mr A. D. Garrett who has taken leave of absence for health reasons. Mr Nedell was previously managing director from 1971 to 1973 and since then has held senior management positions with the company in Japan and the USA.

**May & Baker Ltd:** Mr Robert de L. Blackman, who was medical marketing manager of May & Baker Australia from 1976 to late 1977, has become overseas medical marketing manager at Dagenham. His post in Australia has been taken by Mr Terry Sadler, former brand manager in medical marketing, Dagenham. Mr W. Garth Gunston has been appointed medical commercial manager at Dagenham, in succession to Mr I. R. Bennett, who is now general manager of Pharma Rhodia, Denmark. Mr Gunston



Mr Ian C. Selkirk

joined May & Baker as deputy medical commercial manager from Syntex Pharmaceuticals in September, 1977.

**Approved Prescription Services Ltd:** Mr Ian C. Selkirk, BPharm, MPS has been appointed factory manager and will be responsible for all operations including manufacture, packaging, storage and despatch. He was previously with Sandoz Products Ltd.

**John & E. Sturge Ltd:** Dr K. J. Hill has been appointed managing director on the retirement of Dr E. R. S. Winter from the board. Dr B. Burrows, formerly manager of European planning and development for Gulf Oil Chemicals, has joined the company as commercial director. Mr H. M. Macturk, previously general sales manager, has been appointed general manager, marketing, and Mr M. J. Pratt is now sales manager. Mr D. P. Robinson has been promoted to distribution manager.

## COMING EVENTS

### Monday, February 13

**Nottingham Branch, Pharmaceutical Society,** Postgraduate medical centre, City Hospital, Hucknall Road, Nottingham, at 8pm. Mr I. McCafferty, (area health education officer) on "Health education and the pharmacist".

**West Metropolitan Branch, Pharmaceutical Society,** Chelsea College pharmacy department, Manresa Road, London SW3, at 7.15pm. Professor A. Glynn (St Mary's Hospital) on "Sexually transmitted diseases—pathogenesis and progress."

### Tuesday, February 14

**Galen Group, Croydon, Friends' Meeting House,** Park Lane, Croydon, at 8pm. Mrs D. Williams on "Actor's ways and means".  
**Lanarkshire Branch, Pharmaceutical Society,** Nurses' recreation hall, Strathclyde Hospital, Motherwell, at 7.30 pm. Dr J. Chilton (resident secretary, Scotland) on "Visit to India".

**Plymouth Branch, Pharmaceutical Society,** Board room, Greenbank Hospital, Plymouth, at 8 pm. Leslie's film evening.

**Southwest Metropolitan Branch, Pharmaceutical Society,** St George's Hospital, medical school, Cranmer Terrace, Tooting, London SW17, at 7.30 pm. Mr M. Bewick on "Kidney transplants and rejection problems".



**Teesside Branch, Pharmaceutical Society,** Postgraduate centre, North Tees Hospital, at 7.45 pm. Mrs M. Sharpe on "The drug addict—his problems, his treatment, his cure".

### Wednesday, February 15

**Harrogate Branch, Pharmaceutical Society,** Postgraduate centre, Harrogate General Hospital, at 8 pm. Mr A. G. M. Madge (member of Society's Council) on "Acupuncture".  
**Scottish Department, Pharmaceutical Society,** King James Hotel, Edinburgh. Annual dinner dance.  
**Southeast England Region, Pharmaceutical Society,** Postgraduate medical centre, Brighton General Hospital, Elm Grove, Brighton, at 7.30 pm. Postgraduate education—Mrs M. Sutcliffe on "Drug treatment of hypertension".  
**Sunderland Branch, Pharmaceutical Society,** Postgraduate medical centre, at 8 pm. Dr A. Ives (consultant dermatologist) on "Drugs in the treatment of skin disorders".  
**Worthing & W. Sussex Branch, Pharmaceutical Society,** Beach Hotel, Marine Parade, Worthing, at 8 pm. Mr N. Wright on "Pesticides, their role in food production and the environment".

### Thursday, February 16

**Ayrshire Branch, Pharmaceutical Society,** Savoy Park Hotel, Ayr, at 8 pm. Dr J. Cameron (consultant ophthalmologist) on "Eye preparations and contact lens solutions".  
**Bedfordshire Branch, Pharmaceutical Society,** Bird-in-hand, Henlow camp, Henlow Cross Roads, at 8 pm. "Cook's tour".  
**Bristol Branch, Pharmaceutical Society,** Edward Jenner Centre, Bristol Royal Infirmary, at 7.30 pm. Dr P. R. Salmon on "Upper GI endoscopy".  
**Dundee & Eastern Scottish Branch, Pharmaceutical Society,** Ninewells medical school, Dundee, at 7.30 pm. Professor A. Lendrum on "Communication".  
**Epsom Branch, Pharmaceutical Society,** Seminar room, Epsom District Hospital, Dorking Road, Epsom, at 7.45 pm. Film on "New perspectives on aspirin".  
**History of Pharmacy Society,** Pharmaceutical Society headquarters, 1 Lambeth High Street, London SE1, at 6.30 pm. Virginia Berridge on "Fenland opium eating in the 19th century".  
**Hull Branch, National Pharmaceutical Association,** Postgraduate centre, Hull Royal Infirmary, at 8 pm. Mr W. Kneale (EEC liaison secretary, NPA) on "Remuneration, planned distribution and doctors' dispensing on the continent".  
**Leeds Branch, National Pharmaceutical Association,** Golden Lion Hotel, Lower Briggate, Leeds, at 8 pm. Mr A. J. Smith (PSNC chief executive) on "Negotiating matters".

### Sunday, February 19

**Yorkshire Region, Pharmaceutical Society,** Yorkshire Regional Health Authority headquarters, Park Parade, Harrogate, at 2.15 pm. Symposium on the Clothier report.

### Advance information

**Chiltern Region, Pharmaceutical Society:** Regional conference on "Pre-registration year", Barnet General Hospital, Wellhouse Lane, Barnet, Herts, March 5. Tickets £3 (students £2.50) from Dr P. Boreham Imperial College Field Station, Silwood Park, Ascot, Berks.  
**Incentive Marketing and Sales Promotion Exhibition:** Metropole Exhibition Halls, Brighton, May 7-10. Details Mr M. Cuff, Maclaren Publishers Ltd, PO Box 109, Davis House, 69 High Street, Croydon, Surrey.  
**International Congress on Alcoholism and Drug Dependence:** Caracas, Venezuela, May 21-26. Details from the secretariat, International Congress on Alcoholism and Drug dependence, Apartado 2588, Caracas, Venezuela, SA.  
**Western Pharmacists' Association:** Annual dinner dance, Royal Garden Hotel, Kensington, London, at 6.45 pm, March 16. Tickets £11 (Chelsea pharmacy students £7.50) from Mr W. Price, 26 Southbury, 14 Boundary Road, London NW8 0RY.

# MARKET NEWS

## Botanicals firm

London, February 8: Trading and price movements during the past week followed the pattern of previous weeks. Botanical drugs, particularly those of North American origin, made further small gains while spices tended to ease. Those marked up included some balsams (Canada was an exception), belladonna leaves, cascara, cherry bark, henbane, hydrastis, jalap and sarsaparilla. Lower were buchu, lemon peel, styrax, tonquin beans, witchhazel leaves and the spices Cochin ginger, pepper pimento and cinnamon bark.

Pharmaceutical chemicals were steady at recent levels.

## Pharmaceutical chemicals

Bismuth salts: £ per kg.

	50-kg	250-kg
carbonate	10.46	10.41
salicylate	8.70	—
subgallate	9.24	—
subnitrate	9.47	9.40

Bromides: Crystals £ per metric ton.

	Under 50-kg	50-kg	1,000-kg
Ammonium	1,090	932	874
Potassium*	1,010	853	816
Sodium	990	839	802

\*Powder plus £43 kg  
**Carotene:** Suspension £30.95 kg; 5-kg £29.95 kg.  
**Choline:** (500-kg lots) bitartrate £2.25 kg; dihydrogen citrate £2.40.  
**Ephedrine:** (Per kg in 50-kg lots) hydrochloride £16.40; to £18 as to makes; sulphate £18.  
**Ergometrine:** (50-g lots per g) maleate £7.05; tartrate £4.65.  
**Ether:** Anaesthetic; BP 2-litre bottle £2.88 each; 1-ton lots in drums from £1.39 in 18-kg drums to £1.25 kg in 130-kg. Solvent, BP from £940 metric ton in 16-kg drums to £853 in 130-kg.  
**Ferric ammonium citrate:** BP £1.45 kg in 250-kg.  
**Ferric citrate:** £2.75 kg in 250-kg lots.  
**Ferrous carbonate:** BPC 1959 saccharated £1.50 kg (50-kg lots).  
**Ferrous fumarate:** BP £1.75 kg in 50-kg lots.  
**Ferrous gluconate:** £1,860 per metric ton.  
**Ferrous succinate:** BP £4.50 kg (50-kg lots).  
**Ferrous sulphate:** BP/EP small crystals £500 metric ton; dried £500 metric ton.  
**Glucose:** (Per metric ton in 10-ton lots)—monohydrate £195; anhydrous £445; liquid 43° Baumé £200 (5-drum lots); naked 14-ton £160 ton.  
**Glycerin:** In 250-kg returnable drums £613 metric ton in 5-ton lots.  
**Icdoform:** US NF £11 kg in 50-kg lots.  
**Iodine:** Resublimed £5.49 kg in 250-kg lots.  
**Isoprenaline:** Hydrochloride £60 kg; sulphate £50.  
**Kaolin:** BP natural £113.35 per 1,000 kg; light £118.45 ex-works in minimum 10-ton lots.  
**Lignocaine:** (25-kg) base £11.07 kg; hydrochloride £11.17.  
**Lobeline:** Hydrochloride BPC and sulphate £1.30.  
**Magnesium carbonate:** BP per metric ton—heavy £550; light £430.  
**Magnesium chloride:** BP crystals £0.68 kg for 50-kg lots.  
**Magnesium dihydrogen phosphate:** Pure £1.8709 kg in 50-kg lots.  
**Magnesium hydroxide:** (metric ton) BPC light £1,190; 28 per cent paste £410.  
**Magnesium oxide:** BP per metric ton, heavy £1,350; light £1,190.  
**Magnesium sulphate:** BP £116.70-£124; metric ton commercial £103.50-£106; exsiccated BP £237.40.  
**Magnesium trisilicate:** £1 kg (metric ton lots); £1.20 kg (500 kg lots).  
**Mercury:** BPC redistilled £7.10 kg in kg lots.  
**Mercurials:** Per kg in 50-kg lots; ammoniated £7.48; oxide—red £8.82 and yellow £8.54; perchloride £6.14; subchloride £7.82, iodide £8.10.  
**Methyl salicylate:** 5-ton lots £1.16 kg; 1-ton £1.20.  
**Metol:** Photo grade per kg, 50-kg lots £5.64; 250-kg £5.46.

**Paracetamol:** (Per kg) 50-ton contracts from £2.80, spot, 10-ton £2.88; 1-ton £3. Premiums for direct compression £0.13 kg.  
**Petroleum jelly:** BP soft white £356.60 metric ton delivered UK; yellow BP £338.55.  
**Phthalylsulphathiazole:** 50 kg lots £3.56 kg.  
**Physostigmine:** Salicylate £1 per g; sulphate £1.28 in 100-g lots.  
**Pilocarpine:** Hydrochloride £328 per kg; nitrate £308.  
**Potassium acetate:** BPC £0.95 kg (50-kg lots).  
**Potassium ammonium tartrate:** £1.47 kg in 50-kg lots.  
**Potassium bitartrate:** £730 per metric ton.  
**Potassium citrate:** Granular £887 per metric ton, powder £902.  
**Potassium diphosphate:** BPC 1949 in 50-kg lots, granular £1,828 kg; powder £1,548.1.  
**Potassium hydroxide:** Pellets BP 1963 in 50-kg lots £1,379 kg; sticks not offered; technical flakes £0.4577.  
**Potassium nitrate:** BP. £0.89 kg for 50-kg drums.  
**Potassium phosphate:** monobasic BPC 1949, £1.19 kg in 50-kg lots.  
**Quinine:** (50-kg lots per kg) Alkaloid £100; bisulphate £73.50; dihydrochloride £95; hydrochloride £92; sulphate £85.50.  
**Saccharin:** BP in 250-kg lots £4.20 kg; sodium £3.69.  
**Tartaric acid:** £770 metric ton.

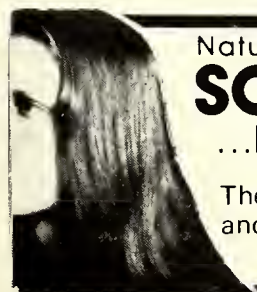
## Crude drugs

**Agar:** £5-£5.25 kg spot for Spanish-Portuguese.  
**Aloes:** Cape £1,120 ton spot; £1,020 cif. Curacao £2,300, cif nominal.  
**Balsams:** (kg) **Canada:** easier at £11.10 spot; £10.90, cif. **Copaiba:** £2 spot; no cif. **Peru:** £6.20 spot; £5.85 cif. **Tolu:** £4.65 spot.  
**Belladonna:** (metric ton) Leaves £2 kg spot, no cif. Herb £1.65 afloat; root no offers.  
**Benzoin:** Block £104 cwt spot; £103 cif.  
**Buchu:** Rounds £1.90 kg spot; £1.75, cif.  
**Camphor:** Natural powder £5.15 kg spot, and cif. Synthetic £0.85 spot and cif.  
**Cascara:** £1,090 metric ton spot; £1,070, cif.  
**Cherry bark:** spot £1,130 metric ton; £1,120, cif.  
**Cinnamon:** (cif) Seychelles bark £450 metric ton. Ceylon quills 4 o's £0.74 lb; featherings £300 metric ton.  
**Gentian:** Root £1.37 kg spot; £1.34, cif.  
**Ginger:** Cochin new crop £935 metric ton, cif. Jamaican nominal. Nigeria split £1,150 spot; peeled £1,500 spot. Sierra Leone £1,150, cif.  
**Henbane:** Niger, £1,720 metric ton spot; £1,670, cif.  
**Hydrastis:** (kg) £10.70 spot; £10.60, cif.  
**Ipecacuanha:** (kg) Costa Rica £10 spot, £9.80, cif.  
**Jalap:** Mexican basis 15% no spot; shipment £1.85 kg, cif.  
**Lemon peel:** Unextracted £1,180 metric ton spot; shipment, £1,120, cif.  
**Menthol:** (kg) Brazilian £8.10 spot; £8.35, cif. Chinese £8.30 in bond; £7.45, cif.  
**Pepper:** (ton, cif) Sarawak black £1,365 spot; £1,260, cif; white £1,810 spot; £1,690, cif.  
**Sarsaparilla:** Mexican £1.70 kg, spot £1.62, Jamaican £1.92 spot; £1.90, cif.  
**Seeds:** (metric ton, cif) **Anise:** China star £880 nominal. **Caraway:** Dutch £820. **Celery:** Indian easier at £545. **Coriander:** Moroccan £630; Indian £370. **Cumin:** Egyptian £950, Turkish £930, Iranian £930. **Dill:** £220. **Maw:** £520.  
**Senega:** Canadian £13.80 kg spot and cif.  
**Senna:** (kg) Alexandria pods, hand-picked offers at form £2, upwards; manufacturing £0.65. Tinnevely leaves No 3, £0.27; pods; faq £0.27 hand picked £0.40 ex warehouse.  
**Styrax:** Turkish natural £4.15 kg spot, £4, cif nominal.  
**Tonquin beans:** £4 kg spot; £3.80, cif nominal.  
**Turmeric:** Madras finger £1,000 ton spot; Alfont £880.  
**Witchhazel leaves:** Spot £2.85 kg; £2.80, cif.

## Essential oils

**Cedarwood:** Chinese £1.20 kg spot; £1.35, cif.  
**Celery:** English distilled £52-£55 kg.  
**Citronella:** Ceylon £1.46 kg spot; £1.35, cif; Chinese £2.10 spot; shipment £2.25 nominal.  
**Clove:** Madagascar leaf, £1.95 kg spot; £2, cif. English-distilled £47.50.  
**Coriander:** Russian about £20 kg.  
**Eucalyptus:** Chinese £1.90 kg spot; £1.92, cif.  
**Fennel:** Spanish sweet £10.50 kg spot.  
**Geranium:** (kg, cif) Bourbon £38.70. Chinese £26.35.  
**Ginger:** £90 kg spot.  
**Lavender spike:** £13.50 kg cif.  
**Lemon:** Sicilian best grades about £14-£15 kg.  
**Peppermint:** (kg) Arvensis—Brazilian £4.40 spot; shipment £4.30, cif. Chinese £4.30 spot; £4.15, cif. Piperata, American Far-West from about £22, cif.  
**Rosemary:** £5.75 kg spot.  
**Sandalwood:** Mysore £55 kg spot.  
**Sassafras:** Brazilian £2.50 kg spot; £2.20, cif. Chinese unavailable.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.



Natural Astringent Witch Hazel Shampoo  
**SOLVES GREASY HAIR PROBLEMS**  
 ...helps prevent forehead pimples!

The Unique Hazel Hair formula controls excess scalp oil flow and contains a special anti-bacterial to help keep forehead clear.

■ NATIONAL YOUNG FEMALE ADVERTISING

**Hazel Hair**



**AVAILABLE FROM YOUR CHEMIST WHOLESALE**

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Copy date 4pm Tuesday prior to publication date.

Advertisements should be prepaid.

Circulation ABC January/December 1976: 14,510.

## Miscellaneous

**DO YOU EXPORT** (Not Cosmetics) Plain Method Chemists Sundries. If you have a turnover of £5,000 to £25,000 per annum we will take over all documentation letter of credit, bills of exchange and insurance etc. A 10% annual turnover commission. In fullest confidence give full details of your products and requirements reply Bullen Ltd., Prudential Buildings, 36 Dale Street, Liverpool 2.

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**JODEZ (Manchester) LTD.**  
34, Shudehill, Manchester M4  
require Agents, calling on Chemists and Stores, etc., to carry our exclusive range of Continental Fashion Jewellery on high rate Commission basis. Suppliers to Chemists over 25 years.

## For Sale

**CHEMITRADE** buy excess discontinued beauty products, small and large lots, give us a ring on 0254 663532.

**SINGLE EDGE BLADES (E.R. TYPE).** Packs of 100 £4.50 inc VAT, post free. Free sample on request. Cheque with order. Gordon Chemists, 2b Cricklewood Lane, London, NW2 1EX.

**AGENTS** required for all areas outside London to sell to better class stores and pharmacies, a new make-up cotton wool product. Write: Miller & Miller Chemicals, 16 Abbotswood Gardens, Gants Hill, Ilford, Essex.

**Please mention  
C & D when replying  
to advertisements**

## Wanted

**PHARMACEUTICAL ANTIQUES.** Drug runs, shop interiors, bottles, etc., urgently wanted. Kindly contact Robin Wheeler Antiques, Parklands, Park Road, Ashted, Surrey. Telephone: Ashted 72319.

**WANTED URGENTLY.** Old Mahogany chemist shop fittings. We remove and pay cash. John Derham Ltd., Earsham Hall, Earsham, Bungay, Suffolk NR35 2AN. Tel Bungay 3423.

**FREE LANCE** wishes to add further non competitive pharmaceutical products, ethicals O.T.C. also Surgical Sundries. Will deliver from car. Areas Westmorland, Cumberland, Lancashire, Cheshire. Price list, literature and samples please. Ron Smith Scarisbrick New Road, Southport.

### A. & H. OTTER LTD. (established 1920)

Largest cash stock buyers in the trade for manufacturers' clearing lines, and retailers' stocks.

8 Northburgh Street, London EC1V 0BA. Tel: 01-253 1184/5. Telegrams: "Salvall", London, E.C.1.

### Tolley's

#### Tax Tables 1976/77

Published within days of the chancellor's budget speech, these detailed tables cover all main rates of income tax, corporation tax and V.A.T. and include a summary of the budget proposals.

## Shopfitting

**SUPER SHELVING SYSTEM WILL INCREASE YOUR TOILETRY SALES BY HUNDREDS** of pounds. Send for colour illustration or ask us to call for instant quote. Glass display counters with lighting, island sites and show-cases. Early delivery direct from makers. **THIRSK SHOPFITTINGS**, 741-743 Garrett Lane, London SW17 OPD. Tel: 01-946 2291.

### Can't find it?

If you can't find a supplier or manufacturer then they may be listed in *Chemist & Druggist Directory*. Published March 1. Order your copy of the 1978 edition now!

**Chemist & Druggist,  
25 New Street Square,  
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Price £15.00 inc. postage and handling. Chemist & Druggist subscribers only £12.00 inc. postage and handling.

## Appointments

### THE ROYAL FREE HOSPITAL PHARMACY TECHNICIAN

Qualified Technicians are invited to apply to join our enthusiastic young team in this modern department based in a new teaching hospital in Hampstead.

The successful applicant will have every opportunity to gain experience in all aspects of the pharmaceutical services including up-graded production departments.

The hospital is easily accessible by public transport, and offers excellent working conditions and staff amenities.

Application forms (to be returned by 24th February, 1978) from the Personnel Department, Royal Free Hospital, 21 Pond Street, Hampstead NW3 2PN. Tel: 01-794 0431. Please quote Ref: 1434.

CAMDEN & ISLINGTON A.H.A. (T)

Please Address Box No. replies to:  
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Box No. . . . . Chemist and Druggist

## CLASSIFIED ADVERTISEMENTS

- ★ Situations Vacant?
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- ★ Trade Services?
- ★ Business Opportunities?
- ★ Wanted?
- ★ For Sale?

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## AGENTS WANTED

To sell our fast-selling range of generic drugs and other products in:—

**SCOTLAND  
HOME COUNTIES  
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SOUTH-EAST ENGLAND  
WEST LONDON & SUBURBS**

High rate of commission, plus expenses. Would suit experienced persons, possibly approaching retirement from present companies

Please write: MELVIN GAMP (Mang. Dir.)  
**GLOBAL PHARMACEUTICS LIMITED**  
62 Kenilworth Road, Edgware, Middx. HA8 8XD



# Effervescing Redelan. All the vital vitamins every body needs!

Makes 10 sparkling drinks –  
each with 10 vitamins.



NEW FROM

ROCHE





**Redelan** - a quality product from Roche.



**The first effervescent multivitamin drink.**

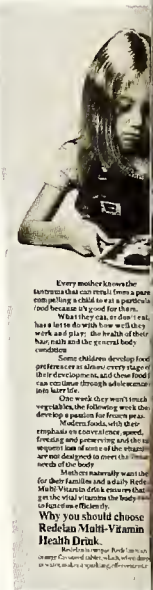
**Ten tablets per tube, each containing ten vitamins.**



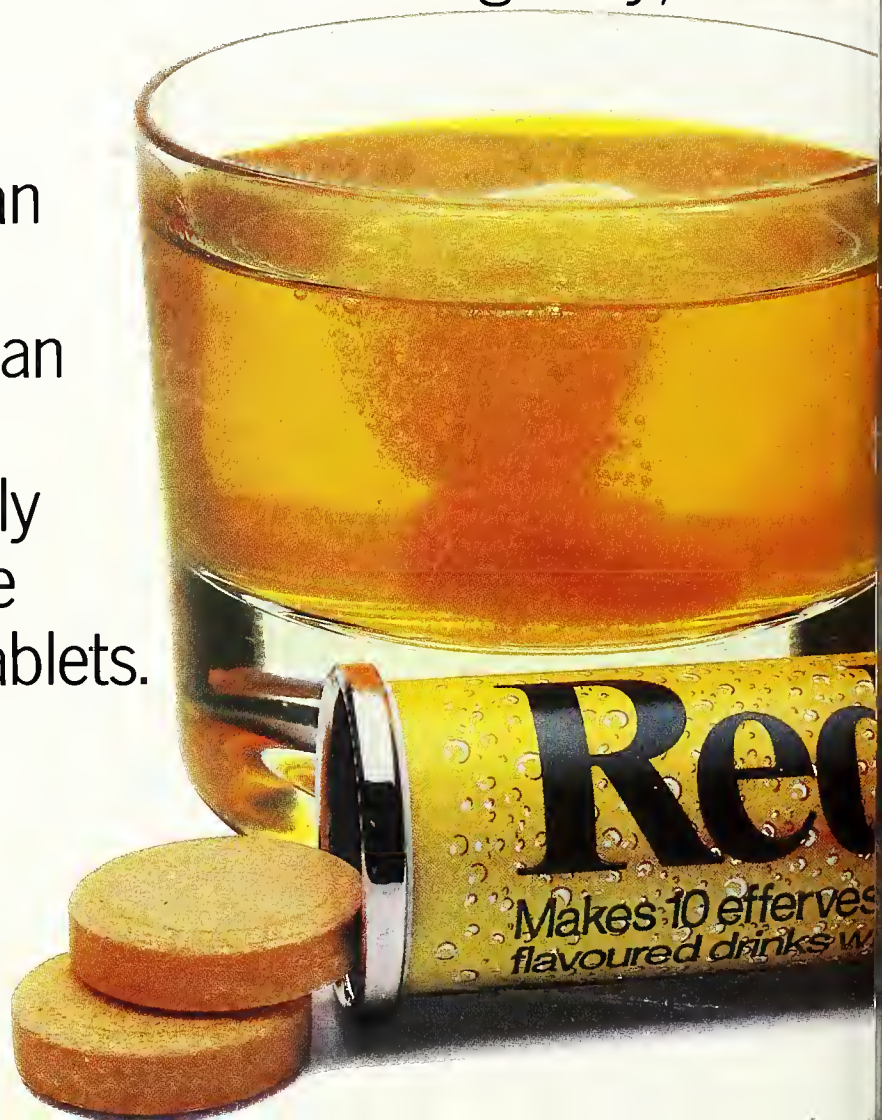
**Under 6p per sparkling glassful with natural orange flavouring.**



**Redelan is unique** - Redelan is a very pleasant way to take water soluble vitamins regularly; or specifically as part of a prescribed diet; or when recovering from illness. Redelan is much more acceptable than tired old tablets - Redelan contains natural orange flavouring and is conveniently packed in an aluminium tube containing 10 effervescent tablets.



Every mother knows the  
tactless that can result from a piece  
of food because it's good for them.  
What they can do is to  
have a lot to do with how well they  
work and play; the health of their  
hair, nails and the general body  
condition.  
Some children develop food  
preferences or aversions every stage of  
the development, and these food  
preferences can be a real problem  
into adulthood.  
One week they won't touch  
vegetables, the following week they  
develop a passion for french fries.  
Mother's food, with their  
irregularity in the diet, is not  
feeding and growing and the  
important task of most of the organs  
are not designed to meet the unusual  
needs of the body.  
Mothers naturally want the  
best for their families and adults.  
Multi-Vitamin drink ensures that  
you get the vital vitamins the body  
needs to be healthy.  
**Why you should choose  
Redelan Multi-Vitamin  
Health Drink.**  
Redelan is a quality product from Roche.  
It contains ten tablets, each with ten  
vitamins, in a convenient, portable  
aluminium tube.











**Redelan** introductory bonus offer (until March 3rd).



Price Structure (RPM applies).



Retail price (including 8% VAT) = 59p  
(tube of 10 tablets).

Trade price (nearly 50% retail mark-up) = 37p.



## Bonus

Level

£ Gross  
Profit.

%

1: 10 Free Tubes on 100 Tube Order £ 23.57 = 64%

2: 25 Free Tubes on 150 Tube Order £ 40.85 = 74%

3: 125 Free Tubes on 500 Tube Order £159.1 = 86%

# Redelan\* - a profitable Chemist-only line

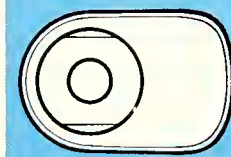


Roche Products Limited  
PO Box 2LE  
15 Manchester Sq.  
London W1A 2LE

\*Trade mark

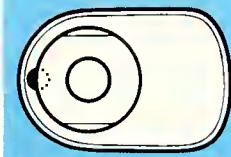


# As expected, in great demand after highly successful launch. Readily available from Vestric, Unichem or any wholesaler by arrangement.



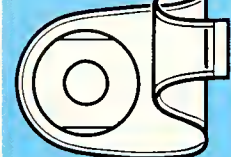
**1. ADHESIVE STOMABAG - PACK OF 20**  
 Odourproof, non-rustle closed bag with specially gentle but strong adhesive. Designed for use by colostomy patients with formed stools.

Stoma Size	Cat. No.
25mm (1 in.)	32-200-01
32mm (1¼ in.)	32-201-09
38mm (1½ in.)	32-202-06
51mm (2 in.)	32-203-03
64mm (2½ in.)	32-204-00



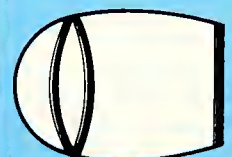
**2. ADHESIVE STOMABAG WITH FILTER - PACK OF 20**  
 Special version of the Adhesive Stomabag with automatic flatus filter—No build up of pressure and no smell.

Stoma Size	Cat. No.
25mm (1 in.)	32-205-08
32mm (1¼ in.)	32-206-05
38mm (1½ in.)	32-207-02
51mm (2 in.)	32-208-01
64mm (2½ in.)	32-209-07



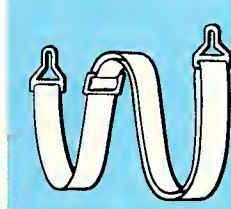
**3. DRAINABLE ADHESIVE STOMABAG - PACK OF 20**  
 Odourproof, non-rustle drainable bag with specially gentle but strong adhesive. Designed for use by stoma patients with fluid stools.

Stoma Size	Cat. No.
19mm (¾ in.)	32-210-08
25mm (1 in.)	32-211-05
32mm (1¼ in.)	32-212-02
38mm (1½ in.)	32-213-01
51mm (2 in.)	32-214-07



**4. STOMABAG COVERS - PACK OF 5**  
 Soft, cotton covers in one size suitable for all Eschmann Stomabags. Help to reduce discomfort due to perspiration between bag and skin.

Colour	Cat. No.
White	32-215-04
Assorted	32-216-01



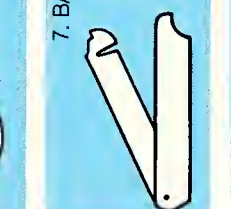
**5. BELTS - SINGLE PACK**  
 Soft belt with nylon firmets. Adjustable to suit a range of waist sizes.

Size	Cat. No.
Small (17 in. — 26 in.)	32-218-06
Medium (26 in. — 43 in.)	32-219-03



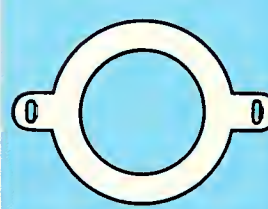
**6. KARAYA RINGS - PACK OF 20**  
 For use with all Eschmann Stomabags. Designed for those patients who find difficulty in obtaining a good seal around the stoma. Choose a size smaller than the size of bag used.

Size	Cat. No.
19mm (¾ in.)	32-226-08
25mm (1 in.)	32-227-05
32mm (1¼ in.)	32-228-02
38mm (1½ in.)	32-229-01
51mm (2 in.)	32-230-00
64mm (2½ in.)	32-231-08



**7. BAG CLAMP - PACK OF 10**  
 For use with Eschmann Drainable adhesive Stomabags. (One clamp is packed with each pack of 20 bags.)

Size	Cat. No.
32mm (1¼ in.)	32-217-09



**8. BELT FLANGE - SINGLE**  
 To adapt each Stomabag for use with a belt. One flange is packed with every pack of 20 bags.

To fit Stoma	Cat. No.
19mm (¾ in.)	32-220-04
25mm (1 in.)	32-221-01
32mm (1¼ in.)	32-222-09
38mm (1½ in.)	32-223-06
51mm (2 in.)	32-224-03
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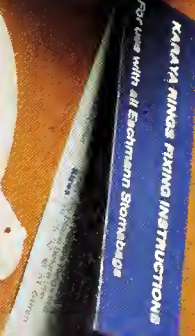
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